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FEBRUARY 1985 MONTHLY REPORT

March 8, 1985

Surveys of Consumer Attitudes

Richard T. Curtin, *Director*

OPTIMISM MAINTAINED

* In the February 1985 survey, the Index of Consumer Sentiment was 93.7, between the 96.0 recorded one month earlier and 92.9 recorded two months earlier. Only small and insignificant changes were recorded in the February survey.

* Among all families with incomes of $25,000 or more, the Index rose to 107.4 in February 1985, from 106.7 in January and 100.1 in December.

* Favorable attitudes toward buying conditions for large household durables were held by 75 percent of all families in the February survey. In more than 30 years, only in the May 1984 survey was a higher proportion recorded--77 percent. The major factor underlying the resurgence of favorable buying attitudes has been the perceived availability of price discounts, reported by 43 percent of all families in February, just below the all-time record of 45 percent recorded in January 1985.

* Buying attitudes toward houses and vehicles remained at favorable levels, largely unchanged in the February survey from one month earlier. Recent declines in interest rates, as well as favorable perceptions of market prices, have led to improvements over late 1984.

* The financial situation of American families remained favorable in the February 1985 survey. Among all families, 42 percent reported improved finances, unchanged from January, and just below the 44 percent recorded one year earlier. Financial improvement during the year ahead was expected by 33 percent of all families, down from 35 percent in January and 41 percent one year earlier. Few families expected their financial situation to worsen during the year ahead--13 percent.

* Only minor shifts were recorded in the February survey in consumers' views toward the aggregate economy. Among all families, 60 percent reported the economy had improved during the past year, and 62 percent expected good times financially during the next 12 months. Interest rate, inflation, and unemployment expectations were also unchanged in the February survey from one month earlier.

* * *

These data indicate that consumer spending will be maintained at high levels through the balance of 1985.

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Pattern of Change in Sentiment

Most periods of recovery in consumer sentiment mirror past cycles, at least in the structure if not in the extent of the change in attitudes. Only infrequently does a new underlying foundation emerge. The current recovery has been accompanied by a shift in the criteria used by consumers to judge the current and expected performance of the economy. Whether this shift in the structure of sentiment endures or is only temporary will depend on subsequent reinforcement. Nonetheless, the older sentiment patterns are now being held in abeyance, the precondition for the emergence of a new belief structure.

From the mid-1950s to the mid-1960s, income trends dominated consumer assessments of the economy. From the mid-1960s through the decade of the 1970s, inflation was the dominant yardstick. By the mid-1980s, interest rates became the most common basis on which assessments were made, and the primary source of uncertainty about the future course of the economy. To be sure, the problem of inflation is not viewed by the public as having been resolved, but the remission is expected to continue. Little credence is given to the once common scenario of a stagnant economy and declining living standards. And little credence is given to predictions of uninterrupted growth during the decade ahead. That the economy will experience periods of both growth and recession in the future is not in question. Rather, we have experienced a change in how people assess ongoing economic developments.

When asked about their future financial prospects, three factors have dominated consumer evaluations, at one time or another, during the past several decades: employment prospects, wage trends, and trends in the cost of living. During the past few years, the rate of increase in both wages and prices have moderated to a substantial extent, while unemployment has remained at relatively high levels. As a result, job prospects now constitute the most important source of uncertainty about financial prospects for individual families. And because of smaller expected increases in wages and prices, the real burden of future debt repayments, as well as the real return to savings, is now more dependent on trends in market rates of interest.

Moreover, this shift from an economy characterized by inflation to one with high and variable interest rates has also influenced purchase timing decisions. Borrowing-in-advance of rising interest rates rather than buying-in-advance of rising prices has emerged as one means of adapting old responses to new situations. The pace and breadth of the housing boom of the late 1970s was propelled by expected future price increases. In that environment, sharp rises in housing prices only reinforced the appeal of advance buying. At that time, purchase timing was dominated by price expectations. At the current time, purchase timing has become more sensitive to trends in interest rates. Although reactions to rising interest rates and tight credit conditions have repeatedly caused declines during past cycles, only since 1980 have interest rate declines greatly stimulated

favorable buying attitudes, and expected interest rate increases stimulated borrowing-in-advance rationales.

The recent data indicate that consumer spending will be maintained at its improved level through late 1985. But unlike the later stages of past expansion periods, when the unrelenting pressure of rising prices promoted advance buying, buying attitudes have become increasingly dependent on the availability of price discounts. As a result, greater resistance to price increases can be expected, as well as an increased focus on comparative price shopping. Buying behavior has thus become more responsive to pricing policies of individual sellers rather than to aggregate price trends.

Just as the recent recovery was marked by a distinctive pattern of change, so too will the period of decline. In past cycles, the later stages of expansion and the early stages of decline were shaped by accelerating inflation. Although escalating inflation squeezed family budgets, it also promoted more aggressive buying. This dual reaction tended to extend and exaggerate cyclical swings in the economy. In the present environment, a recession is unlikely to be accompanied by a comparable resurgence in inflation. Rather than the widespread frustration and resentment caused by inflation, personal financial attitudes are likely to show much less deterioration. And rather than reacting to price increases with increased buying, the more traditional reaction to price increases--postponement--will dampen aggregate swings. Moreover, the new low inflation environment will limit increases in interest rates, and limit the duration of interest rate swings. In this environment, a shorter, shallower pattern of decline can be expected.

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SURVEYS OF CONSUMER ATTITUDES

TABLES AND CHARTS

MARCH 1985

Institute for Social Research

TABLES AND CHARTS

MARCH 1985

The March 1985 survey is the 198th in a series of surveys of consumer attitudes conducted by the Survey Research Center at The University of Michigan. Initiated in 1946, these periodic surveys provide regular assessments of consumer attitudes and expectations, and are used to evaluate economic trends and prospects. The surveys are designed to explore why changes in consumer attitudes and expectations occur, and how these changes influence consumer spending and saving decisions.

Two charts highlight recent changes and historical patterns for most questions. Recent change charts include quarterly data before 1978 and monthly data starting in January of 1978. Historical series charts show quarterly data before 1978 and 3 month moving averages since then. See the explanatory charts at the end of this book for a detailed description.

All surveys are subject to sampling error because not all members of the population are interviewed. Most results on the total sample for this monthly survey will differ by no more than 4 percentage points in either direction from what would have been obtained by using the same methods on the entire population. See the back of this book for sampling error information.

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CHART 1 - RECENT CHANGES
THE INDEX OF CONSUMER SENTIMENT

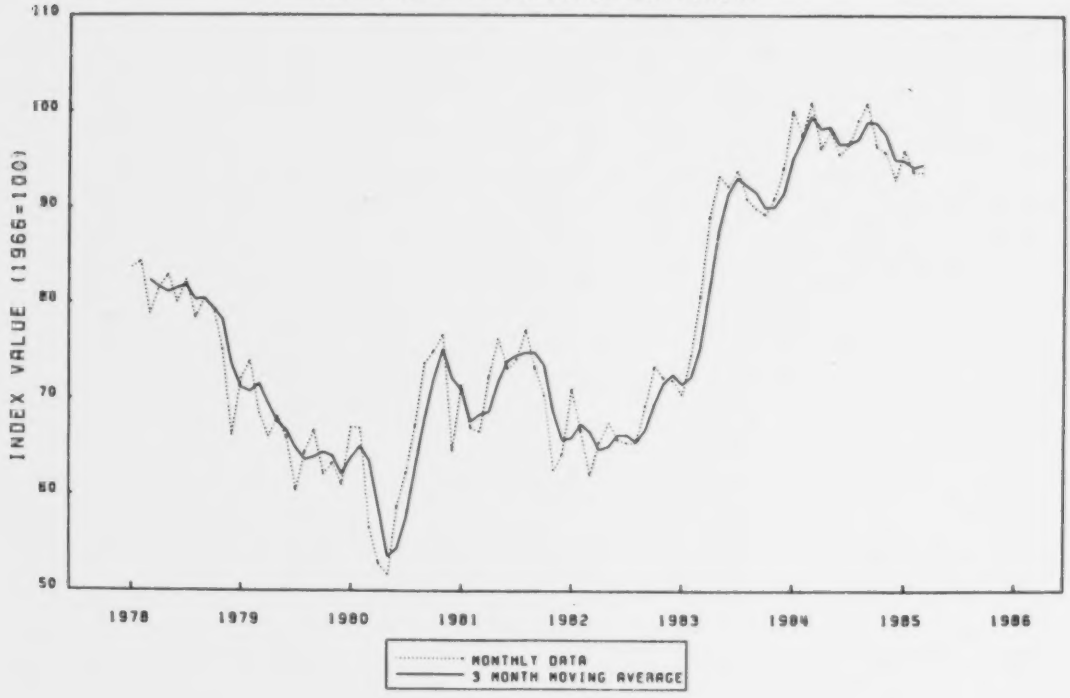


CHART 1 - HISTORICAL SERIES
THE INDEX OF CONSUMER SENTIMENT

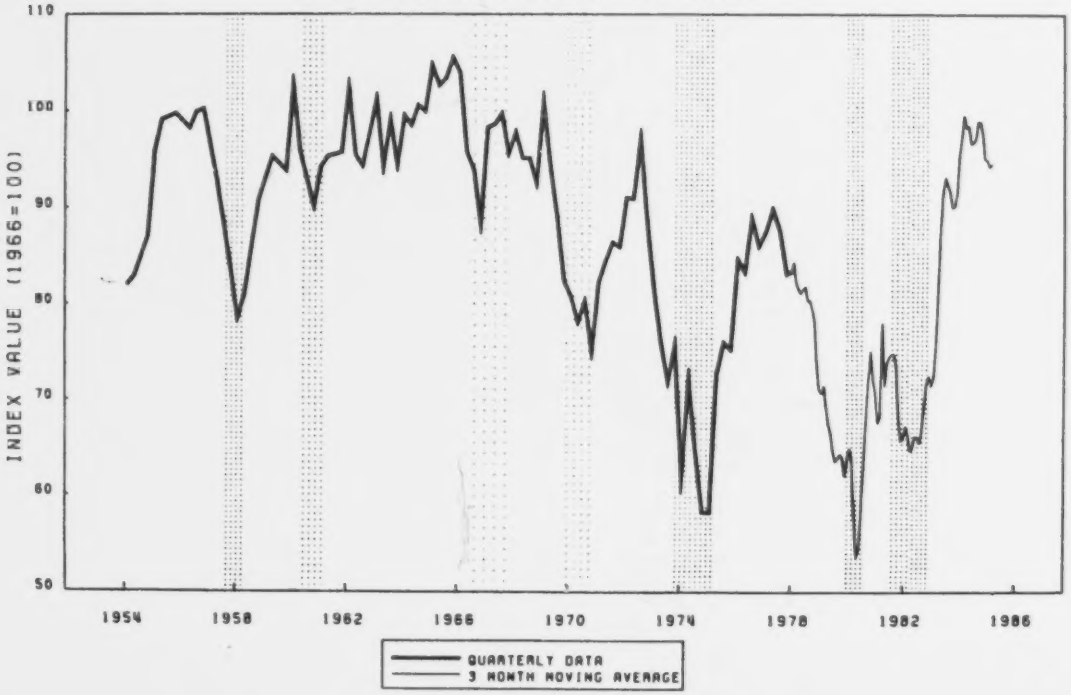


TABLE 1

THE INDEX OF CONSUMER SENTIMENT

DATE OF SURVEY		All families	Families with incomes over $20,000	Families with incomes over $25,000
March	1982	62.0	67.0	67.9
April	1982	65.5	71.5	73.2
May	1982	67.5	72.7	74.8
June	1982	65.7	71.4	72.9
July	1982	65.4	68.9	69.2
August	1982	65.4	71.0	73.6
September	1982	69.3	78.4	81.1
October	1982	73.4	77.5	80.9
November	1982	72.1	79.3	81.1
December	1982	71.9	78.0	80.5
January	1983	70.4	78.2	78.8
February	1983	74.6	79.9	81.3
March	1983	80.8	88.4	88.9
April	1983	89.1	97.1	99.0
May	1983	93.3	99.6	101.0
June	1983	92.2	101.2	102.5
July	1983	93.9	104.4	106.5
August	1983	90.9	101.2	103.5
September	1983	89.9	99.0	102.3
October	1983	89.3	99.5	101.9
November	1983	91.1	97.2	98.8
December	1983	94.2	101.7	104.5
January	1984	100.1	112.0	114.2
February	1984	97.4	109.6	111.2
March	1984	101.0	110.9	114.2
April	1984	96.1	103.9	105.5
May	1984	98.1	105.6	107.1
June	1984	95.5	104.4	104.5
July	1984	96.6	103.2	102.8
August	1984	99.1	106.7	109.2
September	1984	100.9	109.7	111.7
October	1984	96.3	106.2	107.7
November	1984	95.7	108.6	111.0
December	1984	92.9	99.2	100.1
January	1985	96.0	104.1	106.7
February	1985	93.7	105.4	107.4
March	1985	93.7	106.5	108.8

CHART 2A - HISTORICAL SERIES

INDEX OF CONSUMER SENTIMENT WITHIN REGION SUBGROUPS

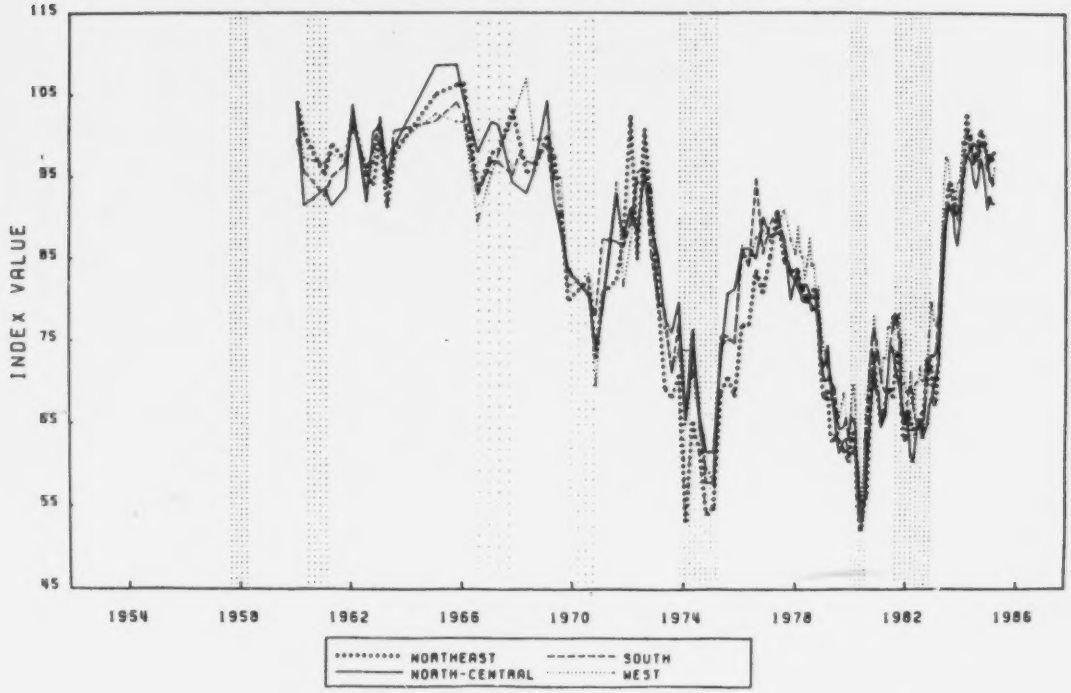


CHART 2B - HISTORICAL SERIES

INDEX OF CONSUMER SENTIMENT WITHIN AGE SUBGROUPS

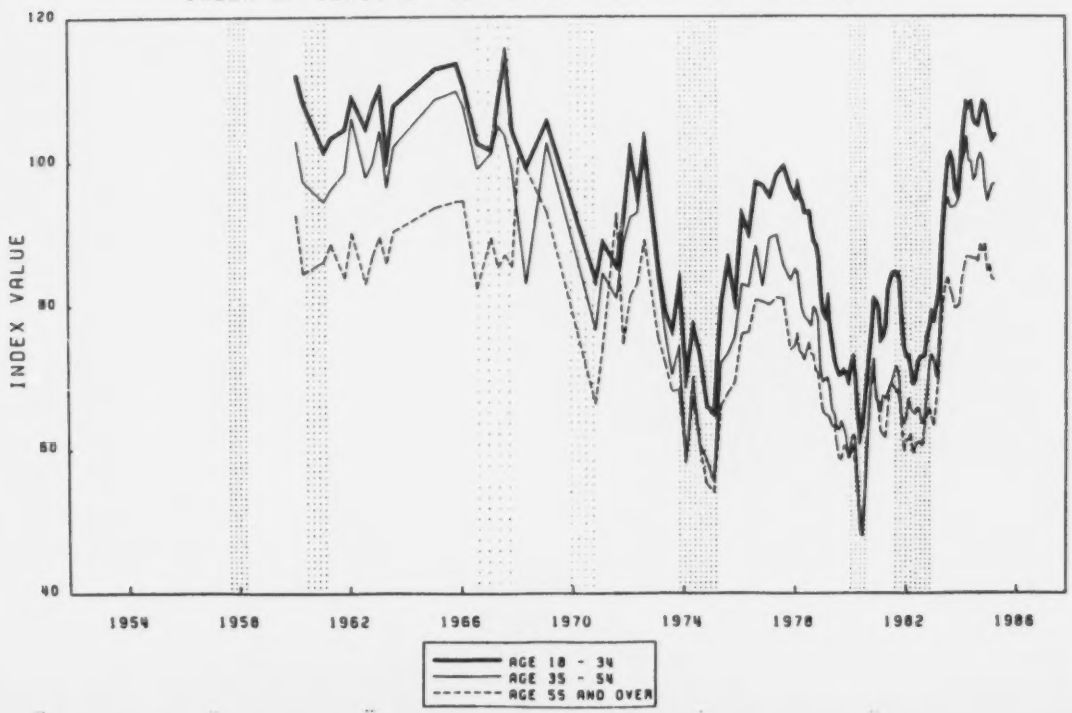


TABLE 2

INDEX OF CONSUMER SENTIMENT WITHIN REGION AND AGE SUBGROUPS

DATE OF SURVEY		CENSUS REGION				AGE OF RESPONDENT		
		North East	North Central	South	West	18-34	35-54	55+
March	1982	60.5	55.8	64.7	68.2	65.5	61.4	58.8
April	1982	67.2	64.6	65.0	65.8	70.6	65.5	60.4
May	1982	62.4	66.5	66.6	75.7	72.7	67.6	62.0
June	1982	65.4	65.0	64.9	68.6	72.4	64.4	60.3
July	1982	65.1	64.0	63.5	71.1	73.4	63.3	60.6
August	1982	68.1	60.6	64.0	70.6	72.6	62.9	60.2
September	1982	70.3	67.2	71.1	68.8	73.0	66.7	68.0
October	1982	77.8	66.2	74.1	79.3	81.2	72.1	65.5
November	1982	70.6	67.9	73.2	79.3	76.6	75.7	63.8
December	1982	66.1	70.0	72.5	80.4	78.9	71.7	64.2
January	1983	64.9	70.5	73.6	72.8	78.8	70.0	62.0
February	1983	72.1	72.3	75.8	77.2	82.1	68.3	72.4
March	1983	82.9	73.7	82.7	84.4	84.9	81.5	75.5
April	1983	89.1	88.0	87.2	95.6	95.8	90.5	80.5
May	1983	88.3	90.7	93.3	102.7	97.2	97.1	84.9
June	1983	95.1	88.7	92.5	94.1	97.8	94.4	83.9
July	1983	98.3	93.8	89.9	94.3	106.0	93.6	83.0
August	1983	89.6	92.0	91.3	89.6	99.2	92.9	80.0
September	1983	92.6	87.8	89.3	90.8	94.8	94.5	80.9
October	1983	89.9	83.7	91.5	93.5	94.2	93.8	77.8
November	1983	87.7	88.3	91.5	98.5	97.2	94.6	80.7
December	1983	91.4	96.2	95.2	92.2	102.3	97.5	81.8
January	1984	100.7	96.8	97.5	107.5	107.9	106.0	87.4
February	1984	102.3	98.4	93.5	97.1	106.2	98.9	86.5
March	1984	104.8	98.5	102.1	97.5	109.9	105.2	86.6
April	1984	92.5	95.3	98.2	99.3	106.5	95.9	87.0
May	1984	98.8	96.3	96.5	103.9	107.5	98.8	86.6
June	1984	100.1	92.1	95.0	93.7	103.0	97.1	85.9
July	1984	94.3	92.5	100.5	99.3	104.9	98.2	87.1
August	1984	103.1	100.2	97.5	95.4	106.8	105.3	85.2
September	1984	105.0	99.3	99.7	99.9	108.5	99.9	93.3
October	1984	92.5	89.4	100.9	101.7	108.9	95.5	84.2
November	1984	100.3	93.3	95.6	94.1	105.5	94.0	88.1
December	1984	94.8	90.3	93.4	94.0	102.9	94.1	82.2
January	1985	98.2	94.5	94.6	97.8	104.2	99.0	86.6
February	1985	97.9	90.4	96.6	89.7	102.0	97.0	82.3
March	1985	98.3	90.6	89.8	101.1	104.7	94.7	82.0

CHART 3 - RECENT CHANGES
CURRENT AND EXPECTED COMPONENTS

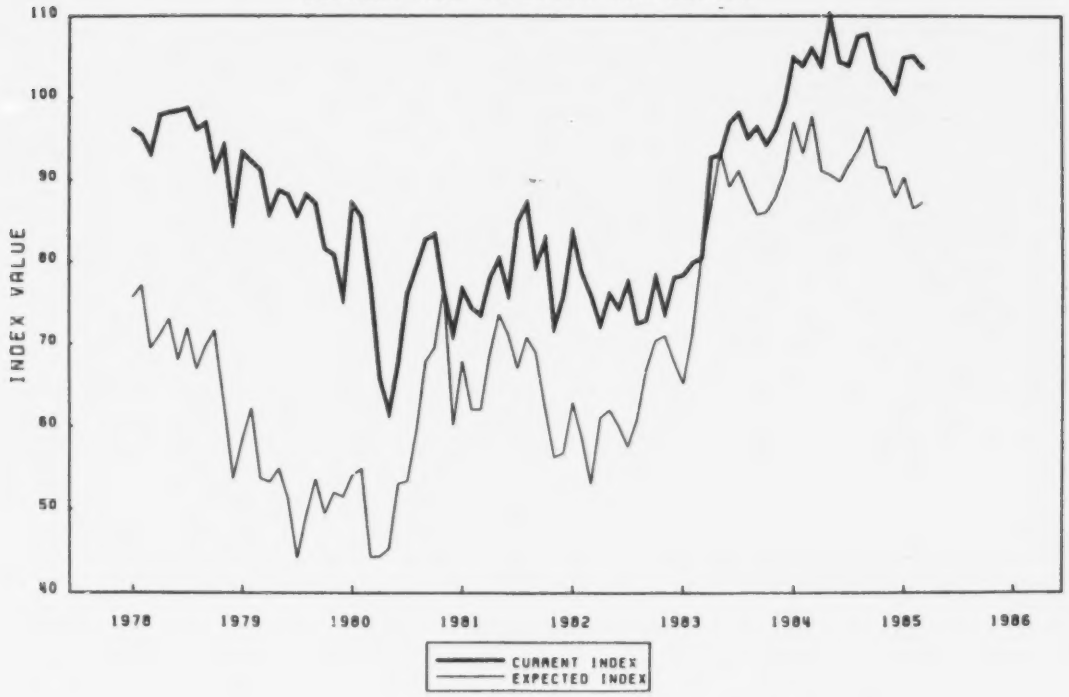


CHART 3 - HISTORICAL SERIES
CURRENT AND EXPECTED COMPONENTS

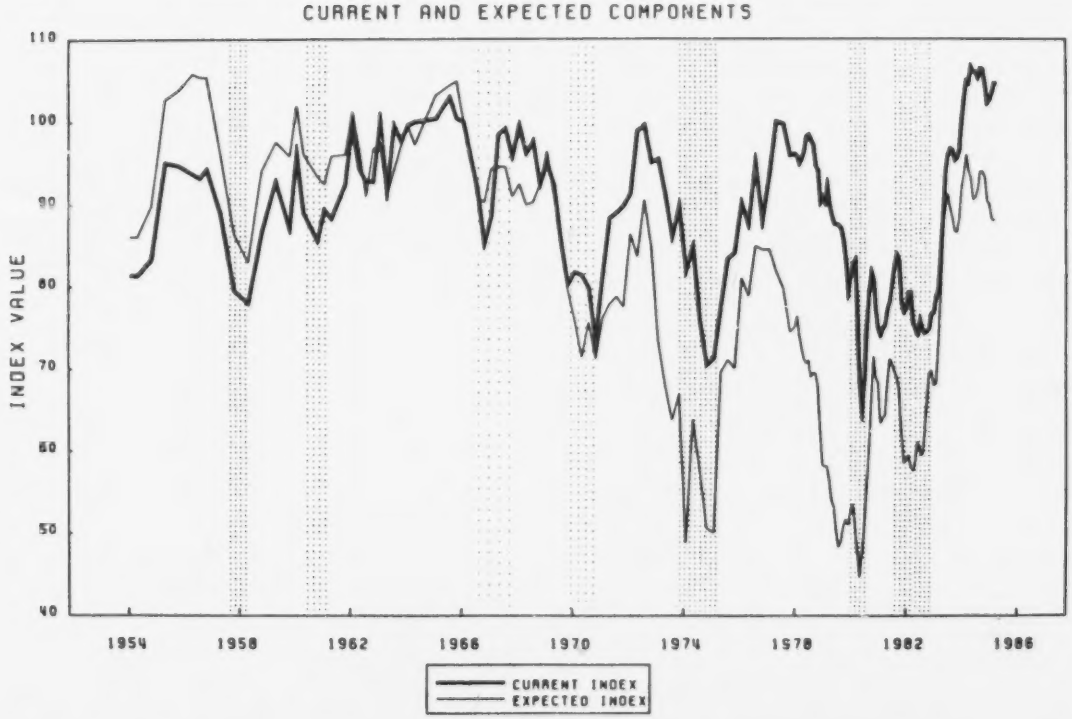


TABLE 3

COMPONENTS OF THE INDEX OF CONSUMER SENTIMENT

DATE OF SURVEY	INDEX COMPONENTS +						
	Personal finances		Business conditions				
	Current (1)	Expected (2)	12 months (3)	5 years (4)	Buying conds. (5)	Current Index (1,5)	Expected Index (2,3,4)
March 1982	89	106	44	60	106	75.9	53.1
April 1982	87	111	62	70	99	72.3	61.1
May 1982	94	113	62	72	102	76.1	62.0
June 1982	92	116	58	65	99	74.3	60.1
July 1982	90	113	53	63	110	77.5	57.6
August 1982	89	110	64	69	97	72.5	60.9
September 1982	89	116	76	74	98	72.9	66.9
October 1982	95	119	79	83	106	78.1	70.4
November 1982	85	121	77	86	105	73.8	71.0
December 1982	90	117	74	80	111	78.1	67.9
January 1983	91	115	76	69	111	78.4	65.2
February 1983	89	117	87	81	117	79.9	71.2
March 1983	92	126	113	85	115	80.5	80.9
April 1983	108	131	120	99	131	92.7	86.9
May 1983	101	137	139	100	139	93.1	93.4
June 1983	110	128	134	97	141	96.9	89.2
July 1983	111	126	136	104	143	98.1	91.1
August 1983	106	124	130	100	140	95.1	88.2
September 1983	109	125	125	95	140	96.4	85.8
October 1983	104	124	124	98	140	94.3	86.1
November 1983	111	127	129	98	138	96.1	87.9
December 1983	123	125	140	102	134	99.3	91.0
January 1984	117	129	154	108	155	104.9	97.0
February 1984	119	130	139	106	151	103.9	93.2
March 1984	122	135	146	113	153	106.0	97.7
April 1984	117	124	136	106	153	103.9	91.1
May 1984	121	129	131	105	164	109.8	90.6
June 1984	126	124	131	106	145	104.4	89.8
July 1984	117	124	133	113	152	103.9	91.9
August 1984	125	129	137	111	153	107.5	93.7
September 1984	125	131	142	116	154	107.8	96.4
October 1984	118	127	134	107	150	103.6	91.6
November 1984	121	129	132	107	144	102.4	91.5
December 1984	118	125	131	98	143	100.6	87.9
January 1985	119	124	135	104	153	104.9	90.3
February 1985	115	120	131	96	158	105.1	86.5
March 1985	112	123	133	96	156	103.7	87.3

(1) See Table 4.
(2) See Table 6.
(3) See Table 18.
(4) See Table 19.
(5) See Table 26.

+ : Percent saying "GOOD TIMES" (or "BETTER"), minus percent saying "BAD TIMES"

CHART 4 - RECENT CHANGES

CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

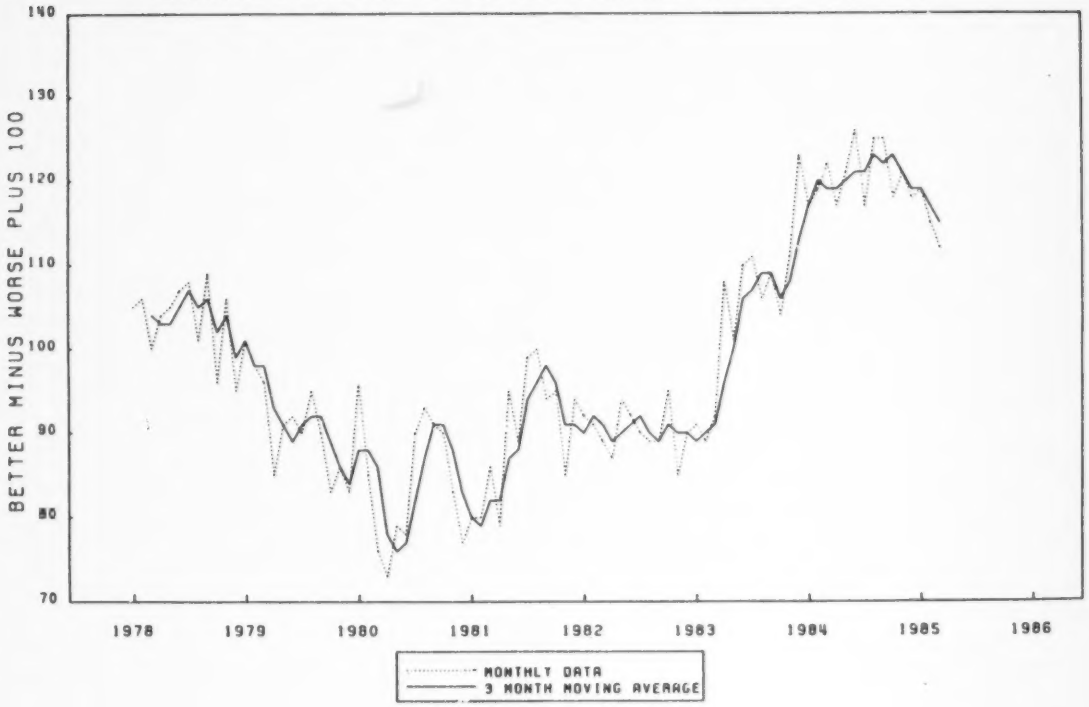


CHART 4 - HISTORICAL SERIES

CURRENT FINANCIAL SITUATION COMPARED WITH A YEAR AGO

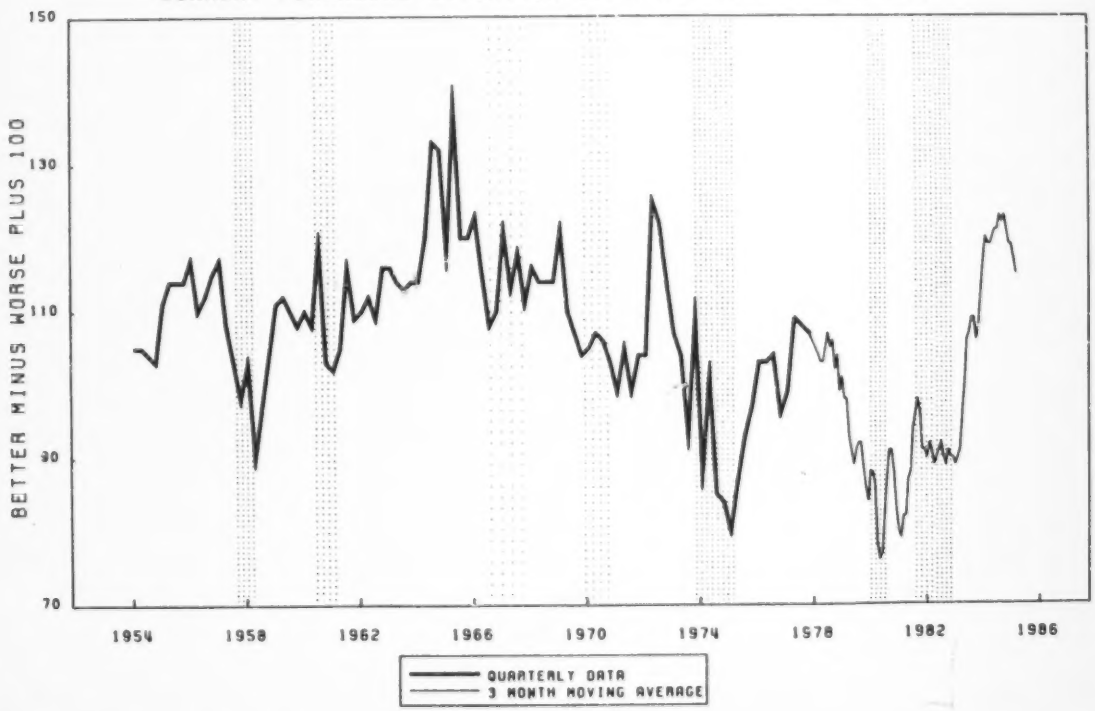


TABLE 4

CURRENT FINANCIAL SITUATION COMPARED TO A YEAR AGO

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
BETTER OFF	48%	43%	44%	47%	42%	48%	45%	44%	46%	44%	42%	42%	40%
SAME	26	30	33	31	33	29	35	30	29	30	35	31	32
WORSE OFF	26	26	23	21	25	23	20	26	25	26	23	27	28
DK,NA	*	1	*	1	*	*	*	*	*	*	*	*	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	705	690	680	656	693	690	706	710	704	640	655	653

The question was: "We are interested in how people are getting along financially these days. Would you say that you (and your family living there) are better off or worse off financially than you were a year ago?"

* : Less than half of one percent.

CHART 5 - RECENT CHANGES

REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

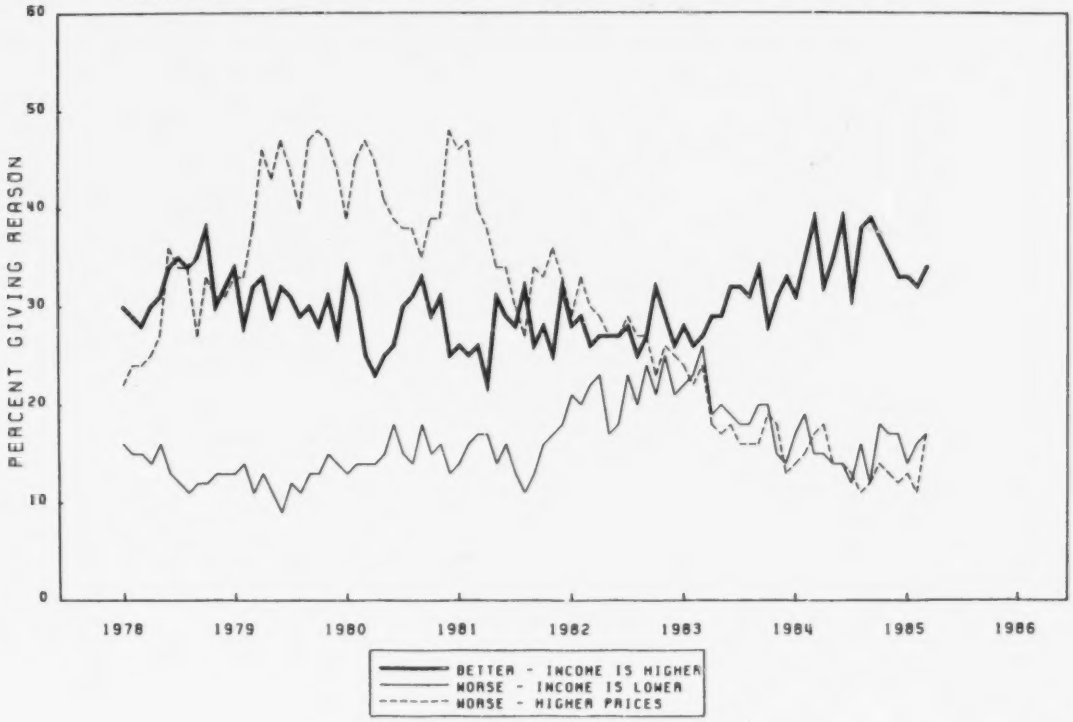


CHART 5 - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION

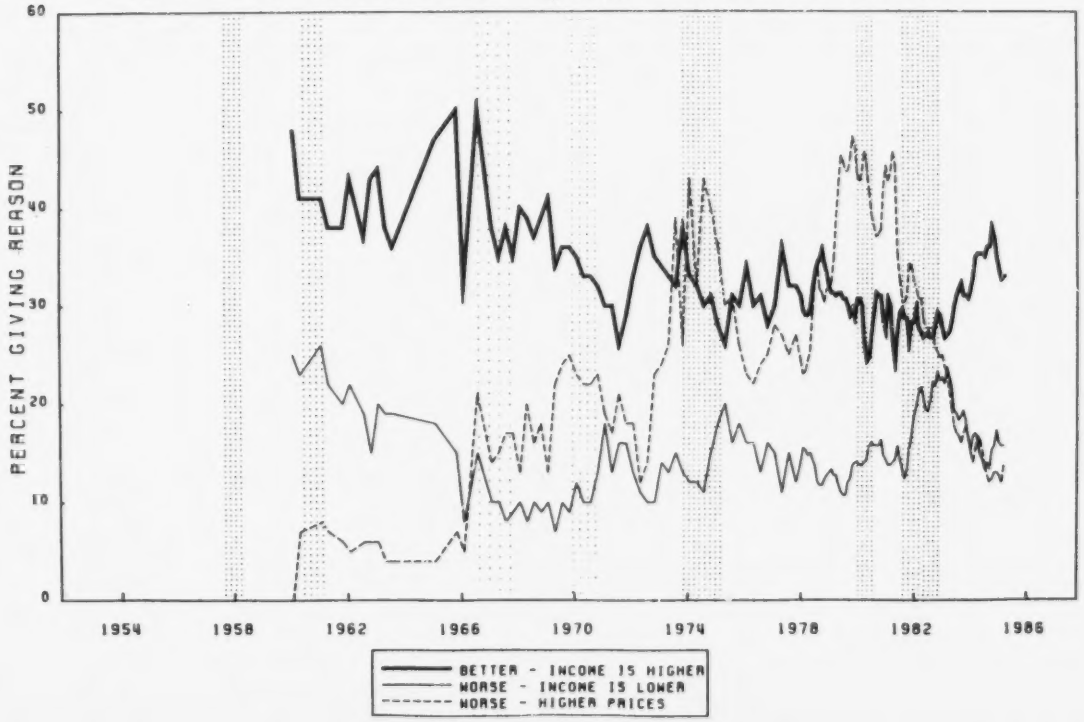


TABLE 5

SELECTED REASONS FOR OPINIONS ABOUT PERSONAL FINANCIAL SITUATION +

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
BETTER OFF THAN YEAR AGO:													
Income is higher	39%	32%	35%	39%	31%	38%	39%	37%	35%	33%	33%	32%	34%
WORSE OFF THAN YEAR AGO:													
Income is lower	15	15	14	14	12	16	12	18	17	17	14	16	17
Higher prices	17	18	14	14	13	11	12	14	13	12	13	11	17

Responses to the query: "Why do you say so?" following the question on Table 4.

+ : May add to more than 100% due to multiple mentions.

CHART 6 - RECENT CHANGES

EXPECTED CHANGE IN FINANCIAL SITUATION

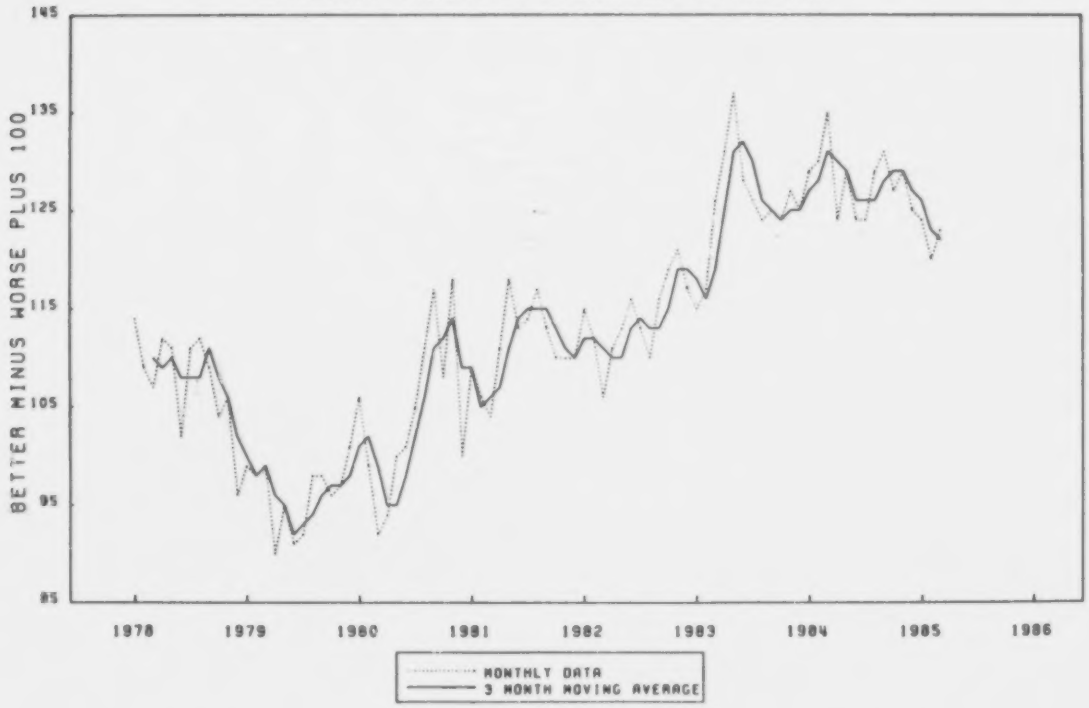


CHART 6 - HISTORICAL SERIES

EXPECTED CHANGE IN FINANCIAL SITUATION

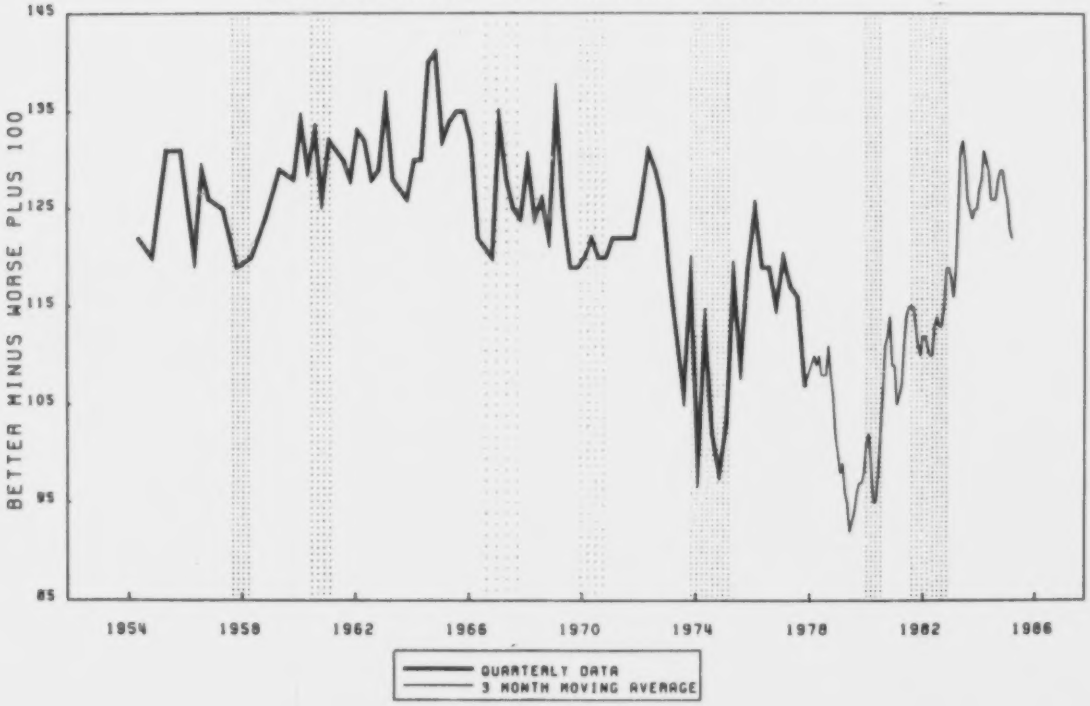


TABLE 6

EXPECTED CHANGE IN FINANCIAL SITUATION

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
BETTER OFF	44%	37%	40%	35%	34%	38%	39%	38%	39%	36%	35%	33%	36%
SAME	44	48	47	52	51	49	49	47	48	50	52	50	49
WORSE OFF	9	13	11	11	10	9	8	11	10	11	11	13	13
DK,NA	3	2	2	2	5	4	4	4	3	3	2	4	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	705	690	680	656	693	690	706	710	704	640	655	653

The question was: "Now looking ahead--do you think that a year from now you (and your family living there) will be better off financially, or worse off, or just about the same as now?"

CHART 7 - RECENT CHANGES

TREND IN PERSONAL FINANCIAL SITUATION

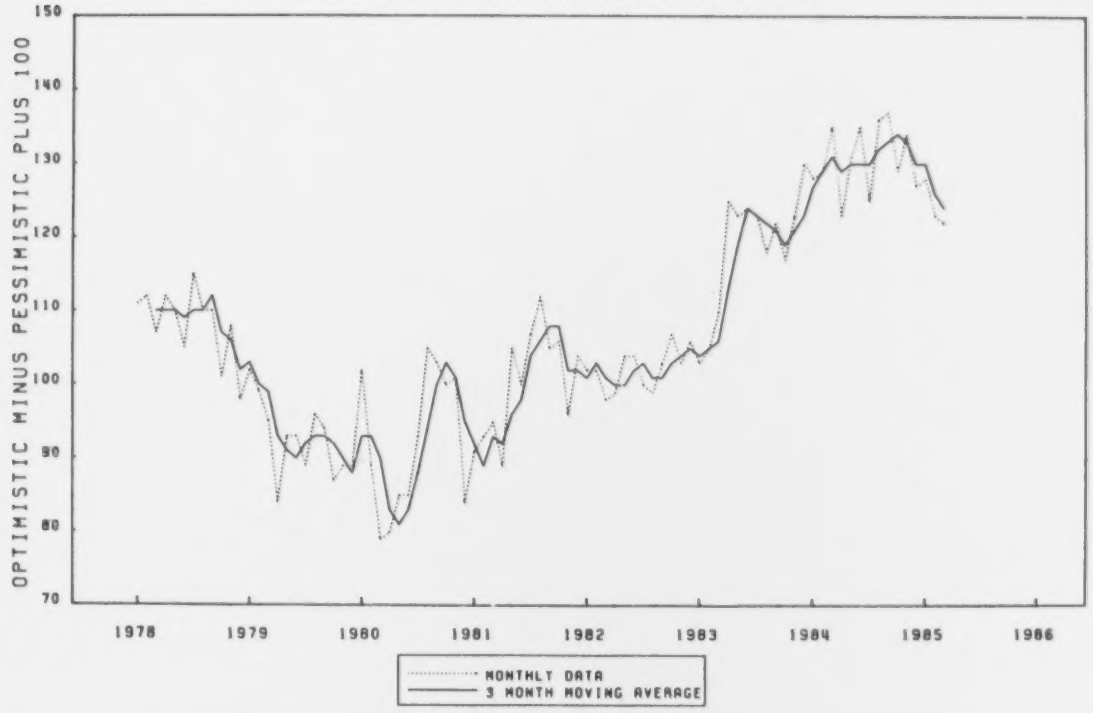


CHART 7 - HISTORICAL SERIES

TREND IN PERSONAL FINANCIAL SITUATION

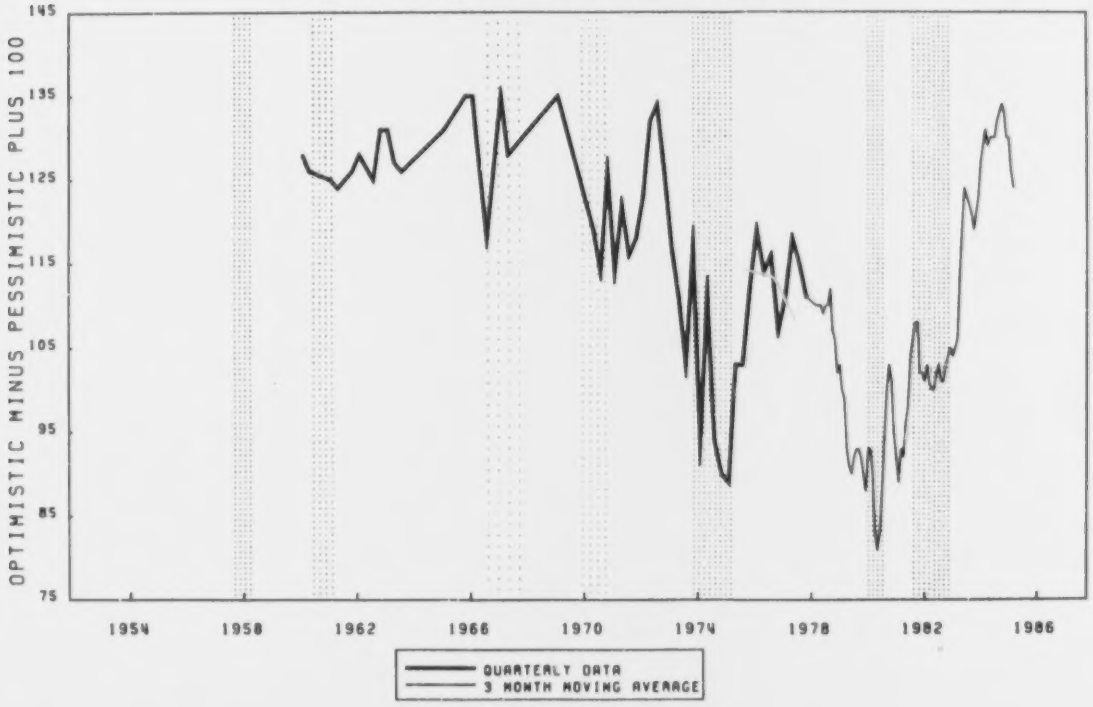


TABLE 7

TREND IN PERSONAL FINANCIAL SITUATION

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
PERSONAL FINANCIAL PROGRESS:													
Continuous increase (a)	27%	23%	23%	20%	22%	24%	25%	21%	21%	23%	19%	20%	20%
Intermittent increase (b)	27	22	24	32	24	30	28	28	32	25	28	24	26
Remain unchanged (c)	14	19	21	19	21	17	20	17	15	19	22	20	18
Intermittent decline (d)	14	16	12	12	16	13	12	15	14	15	15	15	18
Continuous decline (e)	5	6	4	5	5	5	4	5	5	6	4	6	6
Mixed change (f)	10	11	14	10	7	8	7	10	10	9	9	12	10
DK,NA	3	3	2	2	5	3	4	4	3	3	3	3	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	705	690	680	656	693	690	706	710	704	640	655	653

Combination of the responses to the questions on Tables 4 and 6.

Key: (a) Better off financially than a year ago/Better off a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 8 - RECENT CHANGES

MEDIAN EXPECTED CHANGE IN FAMILY INCOME

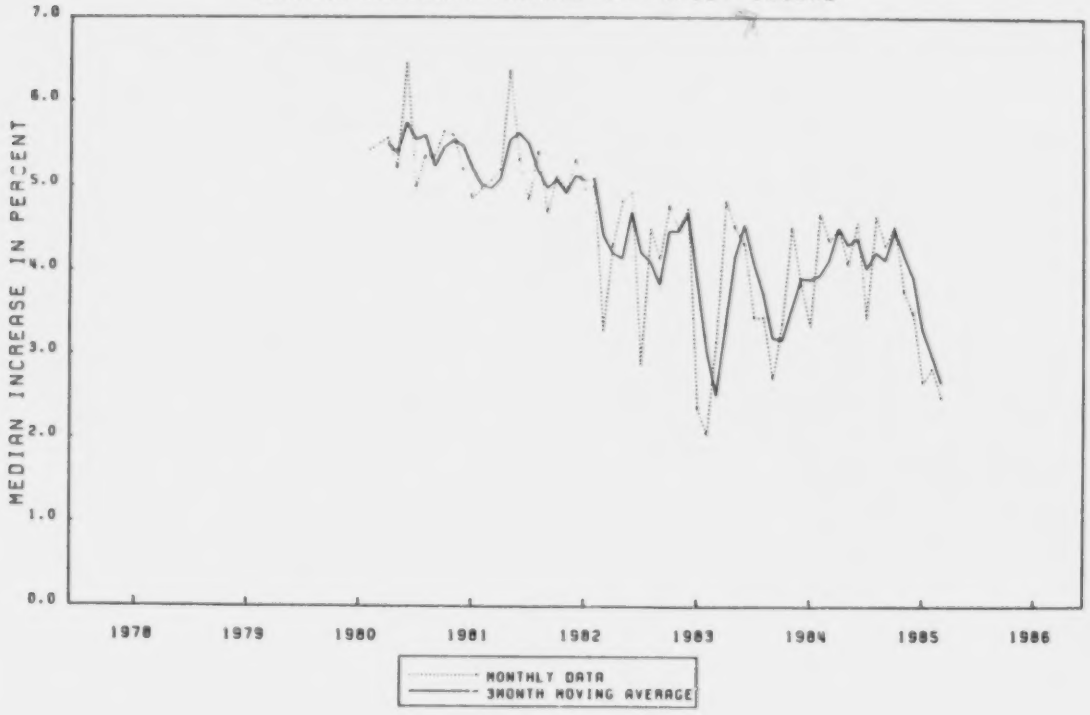


CHART 8 - HISTORICAL SERIES

MEDIAN EXPECTED CHANGE IN FAMILY INCOME

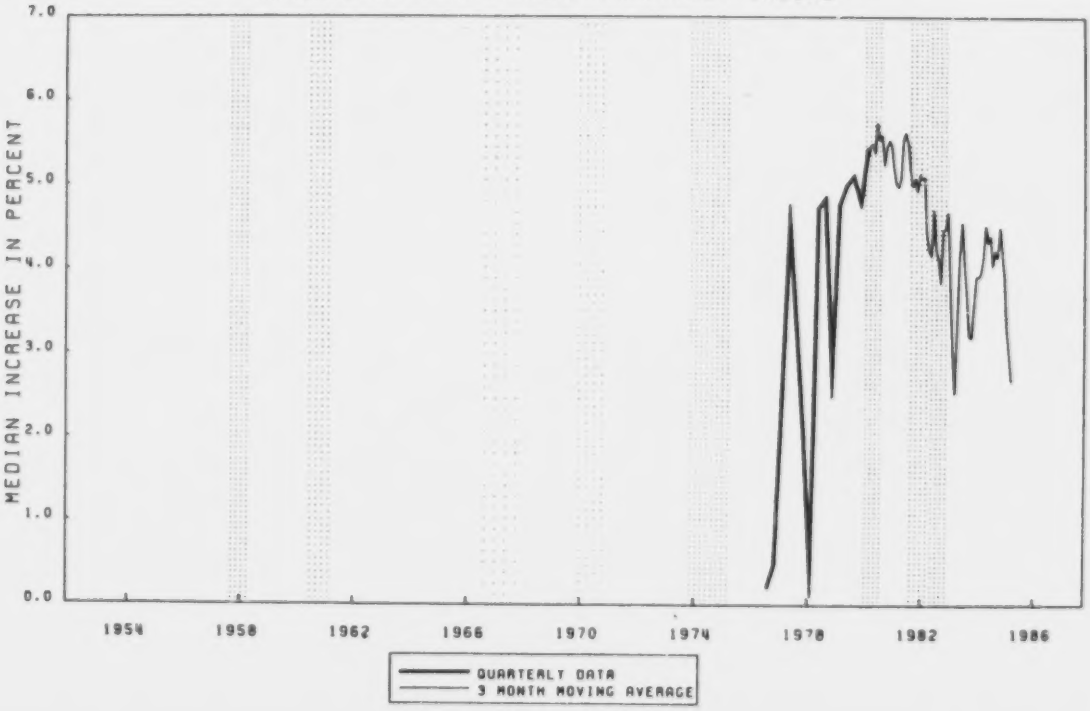


TABLE 8

EXPECTED FAMILY INCOME CHANGE DURING THE NEXT 12 MONTHS

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
EXPECT INCREASE:													
1-4%	14%	11%	11%	12%	17%	13%	15%	10%	13%	12%	12%	14%	12%
5%	9	11	9	11	12	11	10	10	9	10	9	11	11
6-9%	8	8	7	12	8	11	10	8	7	8	9	6	7
10-24%	18	18	21	17	17	18	18	20	19	17	17	16	13
25% or more	11	8	8	7	6	7	7	8	8	7	6	7	8
DK how much up	6	5	6	3	4	3	4	5	6	7	3	3	4
EXPECT SAME	26	22	26	24	23	24	23	25	23	23	27	26	29
EXPECT DOWN	7	15	11	11	11	11	11	12	13	15	16	16	15
DK,NA	1	2	1	3	2	2	2	2	2	1	1	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	705	690	680	656	693	690	706	710	704	640	655	653

The questions were: "During the next 12 months, do you expect your (family) income to be higher or lower than during the past year?" and "By about what percent do you expect your (family) income to increase during the next 12 months?"

CHART 9 - RECENT CHANGES

INCOME OR PRICES UP MORE DURING THE LAST YEAR

CHART 9 - HISTORICAL SERIES

INCOME OR PRICES UP MORE DURING THE LAST YEAR

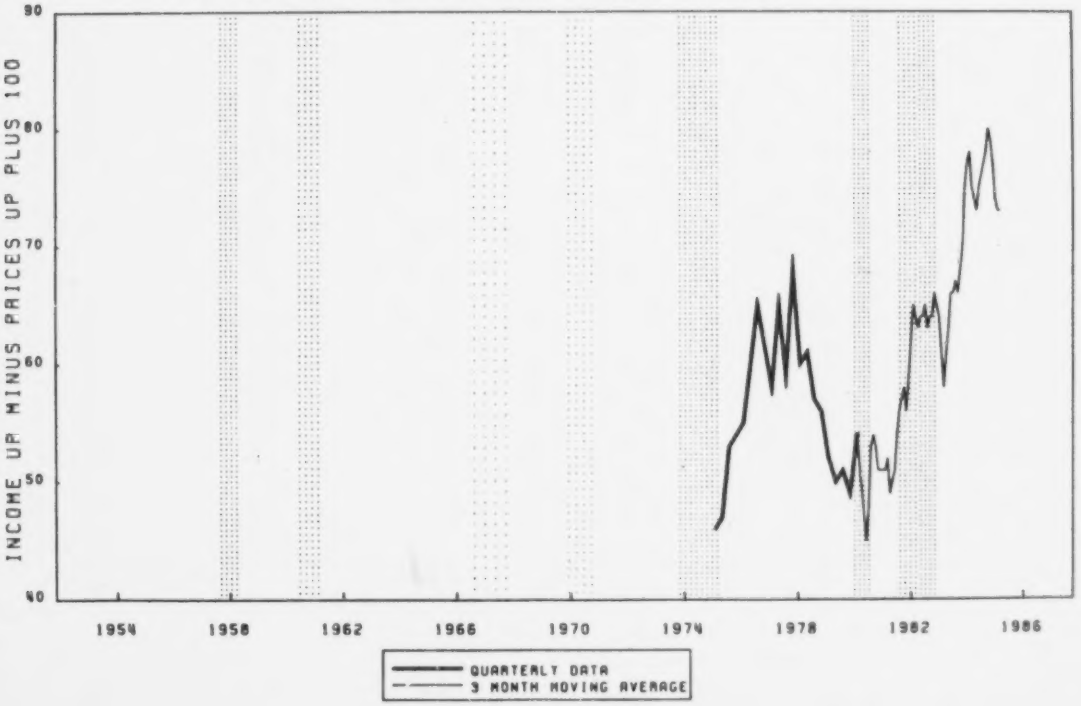


TABLE 9

PAST CHANGE IN REAL FAMILY INCOME

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
INCOME UP MORE	20%	20%	20%	21%	21%	21%	22%	25%	21%	19%	16%	19%	19%
INCOME UP SAME	30	32	33	34	33	34	36	31	31	35	40	34	35
PRICES UP MORE	49	47	46	43	45	43	42	42	46	45	43	46	45
DK,NA	1	1	1	2	1	2	*	2	2	1	1	1	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	705	690	680	656	693	690	706	710	704	640	655	653

The question was: "During the last year or two, would you say that your (family) income went up more than prices, went up about the same as prices, or went up less than prices?"

* : Less than half of one percent.

CHART 10 - RECENT CHANGES

INCOME OR PRICES UP MORE NEXT YEAR

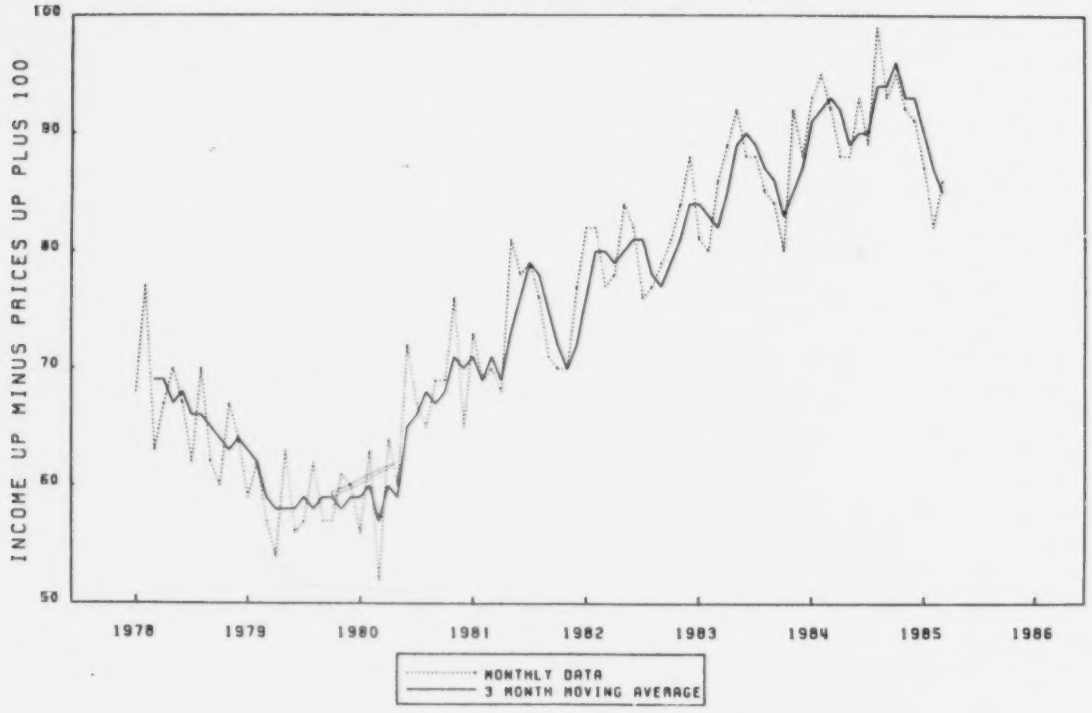


CHART 10 - HISTORICAL SERIES

INCOME OR PRICES UP MORE NEXT YEAR

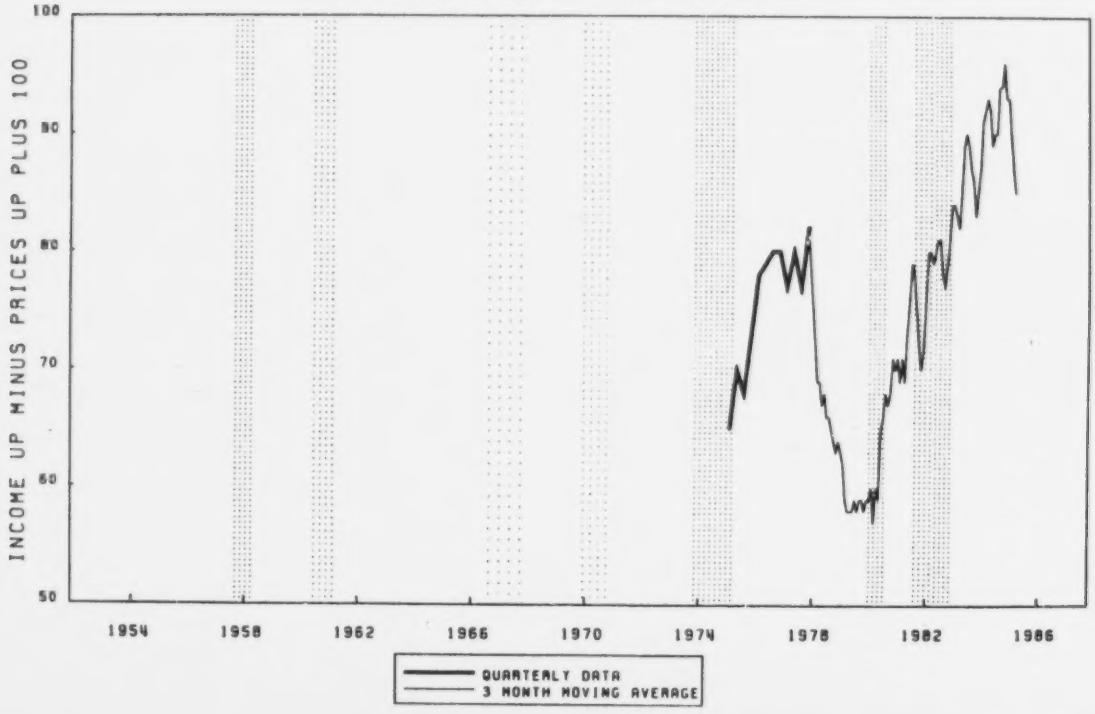


TABLE 10

EXPECTED CHANGE IN REAL FAMILY INCOME

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
INCOME UP MORE	23%	21%	22%	22%	22%	25%	23%	25%	23%	21%	20%	20%	18%
INCOME UP SAME	44	43	42	47	41	45	44	43	44	46	45	40	49
PRICES UP MORE	31	33	34	29	33	26	30	30	31	30	33	38	32
DK,NA	2	3	2	2	4	4	3	2	2	3	2	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	705	690	680	656	693	690	706	710	704	640	655	653

The question was: "How about the next year or two--do you expect that your (family) income will go up more than prices will go up, about the same, or less than prices will go up?"

CHART 11 - RECENT CHANGES
TREND IN INCOME AND PRICE COMPARISON

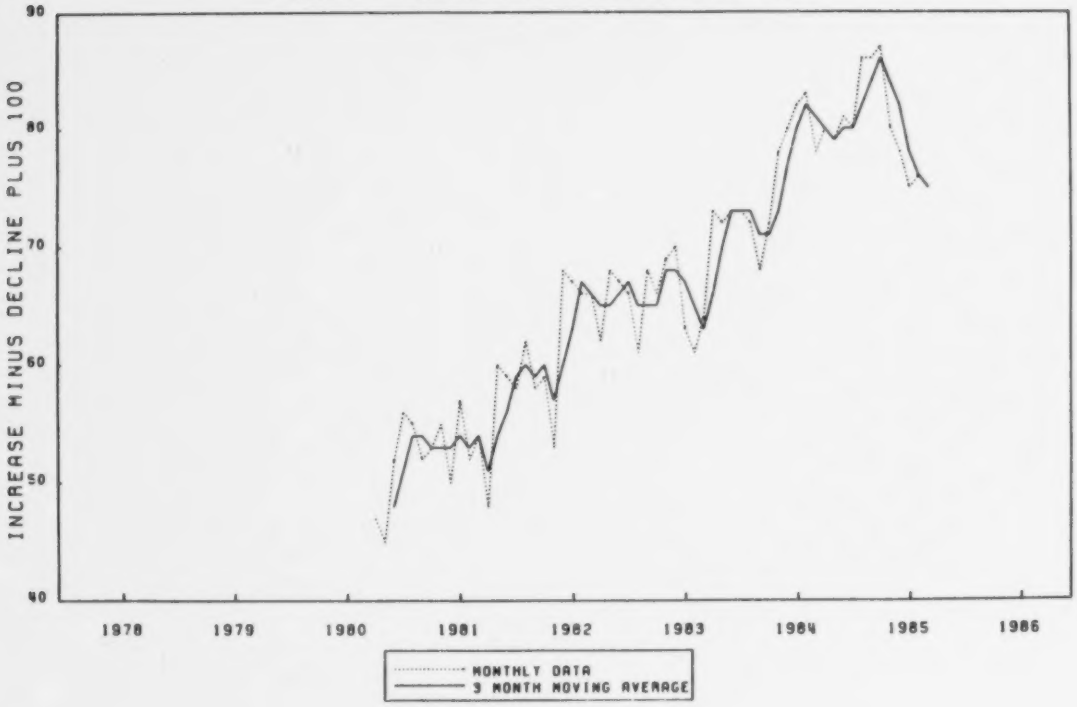


CHART 11 - HISTORICAL SERIES
TREND IN INCOME AND PRICE COMPARISON

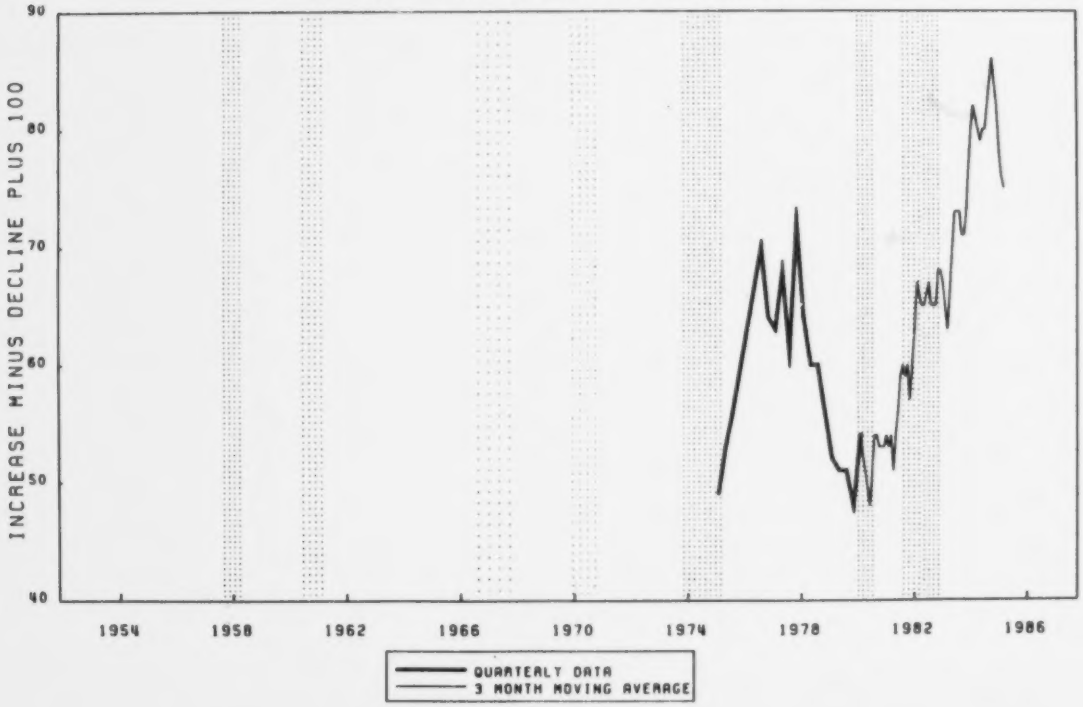


TABLE 11

TREND IN FAMILY INCOME AND PRICES COMPARISONS

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
REAL INCOME PROGRESS:													
Continuous increase (a)	12%	10%	9%	11%	10%	12%	12%	14%	12%	10%	8%	10%	9%
Intermittent increase (b)	12	14	17	13	14	15	16	14	14	12	13	14	14
Remain unchanged (c)	20	21	17	22	20	21	22	20	19	23	24	20	23
Intermittent decline (d)	20	18	22	23	20	22	20	18	22	22	23	19	24
Continuous decline (e)	26	26	25	20	24	19	22	23	24	22	23	29	24
Mixed change (f)	8	7	7	8	8	6	5	7	6	8	6	6	4
DK,NA	2	4	3	3	4	5	3	4	3	3	3	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	705	690	680	656	693	690	706	710	704	640	655	653

Combination of the responses to the questions on Tables 9 and 10.

Key: (a) Income up more last year/Income up more next year
(b) Income up more/Same or Income up same/More
(c) Income up same/Same
(d) Prices up more/Same or Prices up same/More
(e) Prices up more/More
(f) Income up more/Prices up more or Prices up more/Income up more

CHART12 - RECENT CHANGES

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

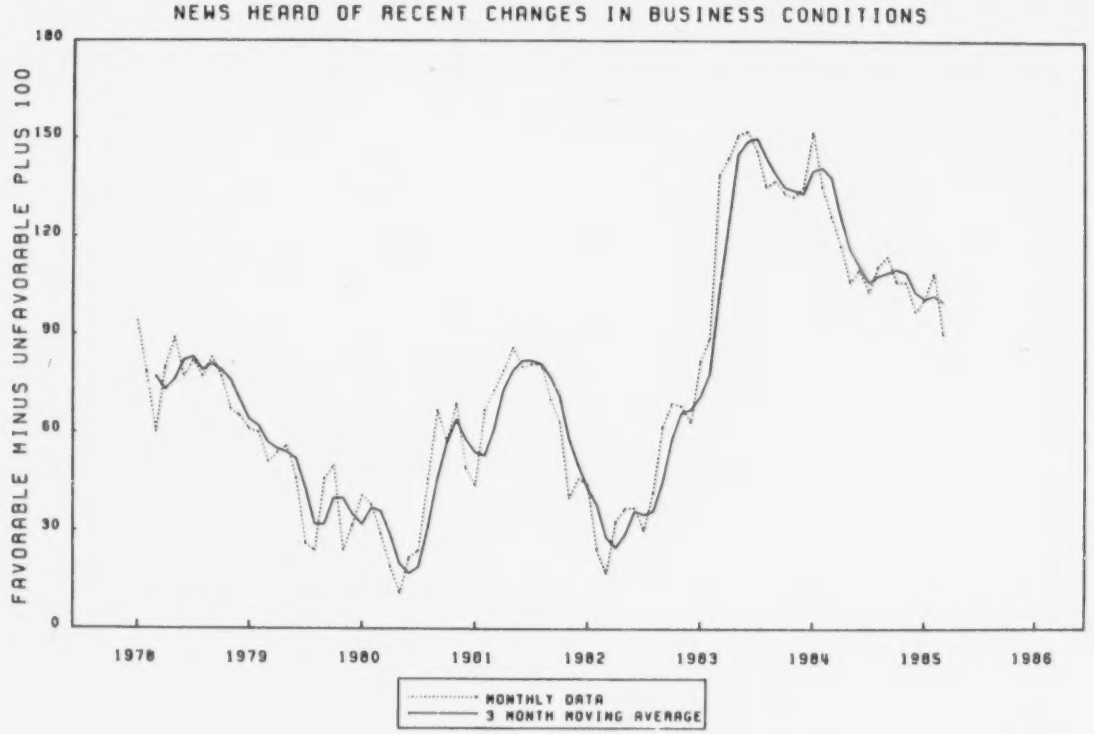


CHART12 - HISTORICAL SERIES

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS

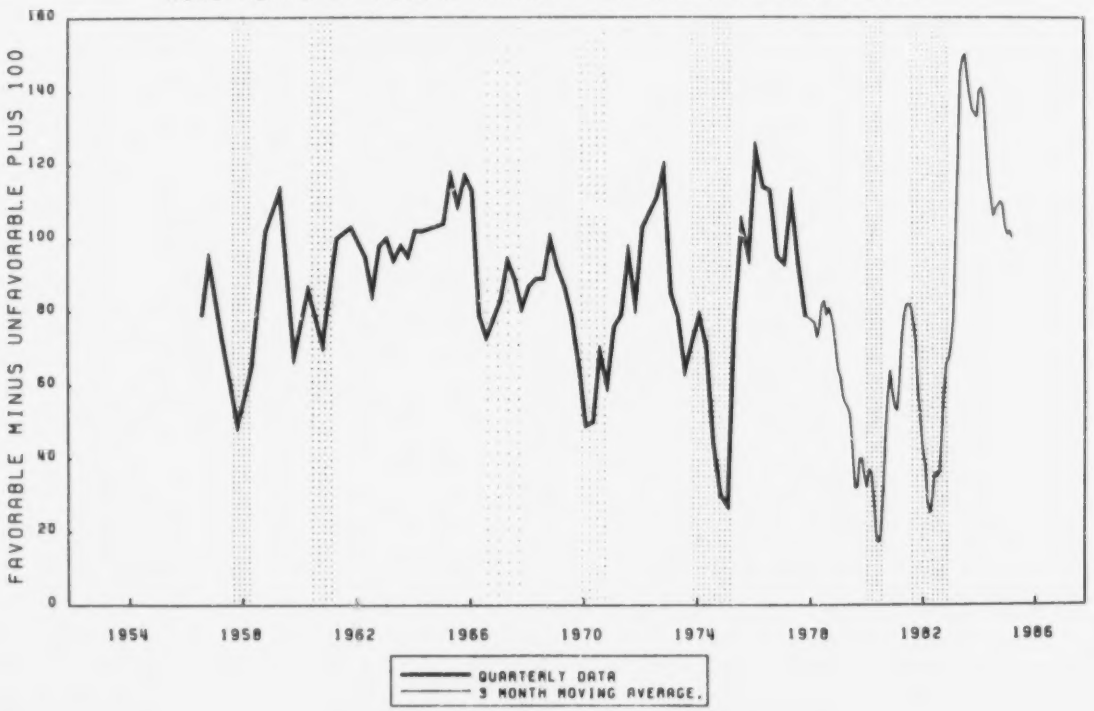


TABLE 12

NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
FAVORABLE NEWS	58%	49%	47%	50%	42%	51%	52%	44%	41%	39%	43%	50%	35%
UNFAVORABLE NEWS	32	32	41	40	39	40	38	38	35	42	42	41	45
NO MENTIONS	43	46	41	41	46	39	41	44	49	46	44	41	48

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

CHART 13A - HISTORICAL SERIES

TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

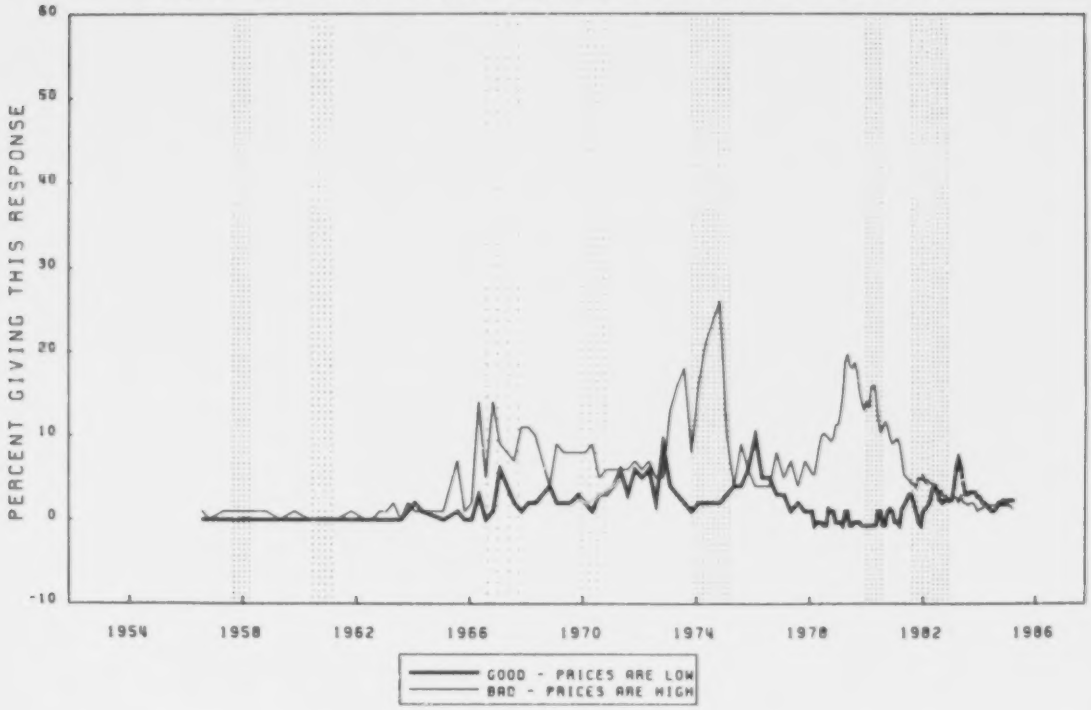


CHART 13B - HISTORICAL SERIES

TYPE OF NEWS HEARD ABOUT CHANGES IN BUSINESS CONDITIONS

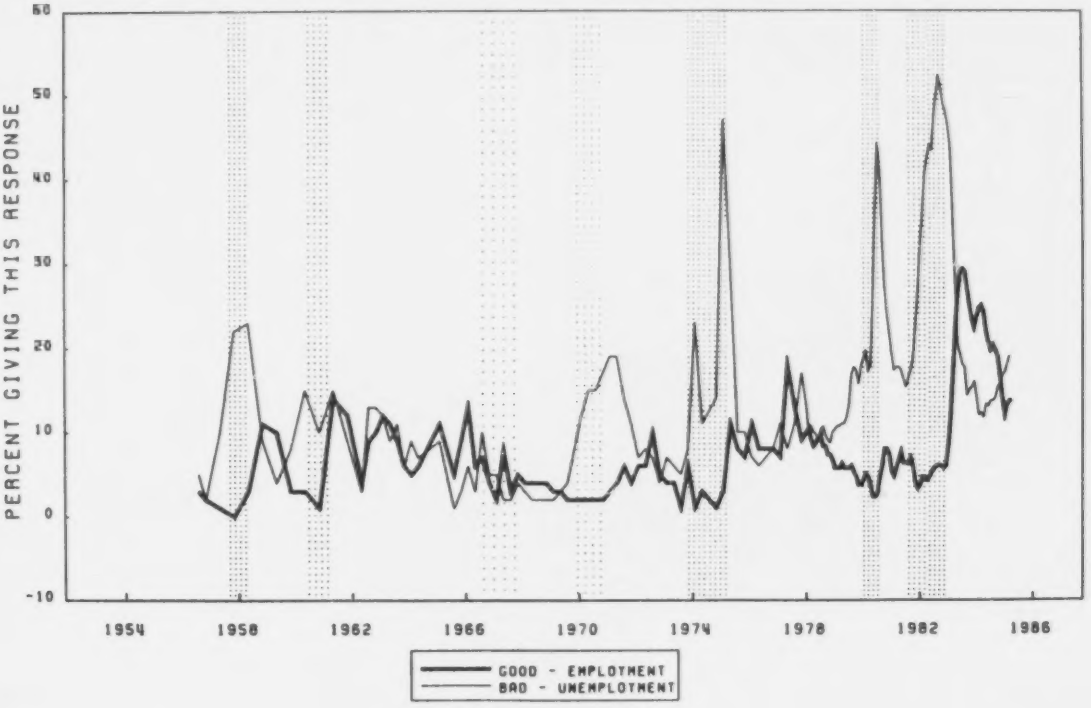


TABLE 13

SELECTED ITEMS OF
NEWS HEARD OF RECENT CHANGES IN BUSINESS CONDITIONS +

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
FAVORABLE NEWS:													
Government; elections	1%	1%	1%	2%	2%	2%	3%	1%	2%	3%	4%	3%	2%
Employment	25	23	18	21	20	20	19	18	13	11	12	17	12
Consumer demand high	10	8	10	8	4	7	7	5	4	5	5	5	5
Prices are low	2	1	1	1	1	2	3	1	3	2	2	3	2
Credit is easy	5	4	2	3	2	4	3	4	8	9	10	9	5
UNFAVORABLE NEWS:													
Government; elections	4	2	3	2	4	4	4	3	3	6	5	6	5
Unemployment	14	11	15	13	13	15	14	17	16	17	18	19	20
Consumer demand low	1	*	2	1	2	2	2	1	2	3	3	3	2
Prices are high	2	1	2	2	1	2	2	1	2	2	1	2	1
Credit is tight	3	9	10	12	13	9	6	5	3	2	2	1	2
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The questions were: "During the last few months, have you heard of any favorable or unfavorable changes in business conditions?" and "What did you hear?"

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 14 - RECENT CHANGES

CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

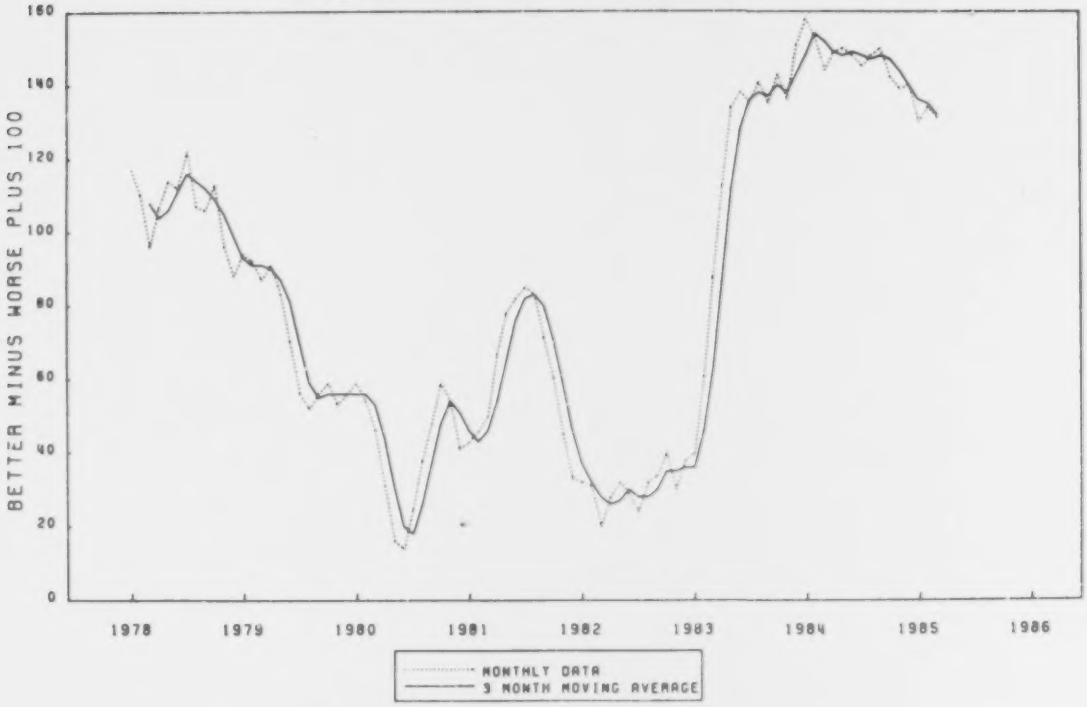


CHART 14 - HISTORICAL SERIES

CURRENT BUSINESS CONDITIONS COMPARED WITH A YEAR AGO

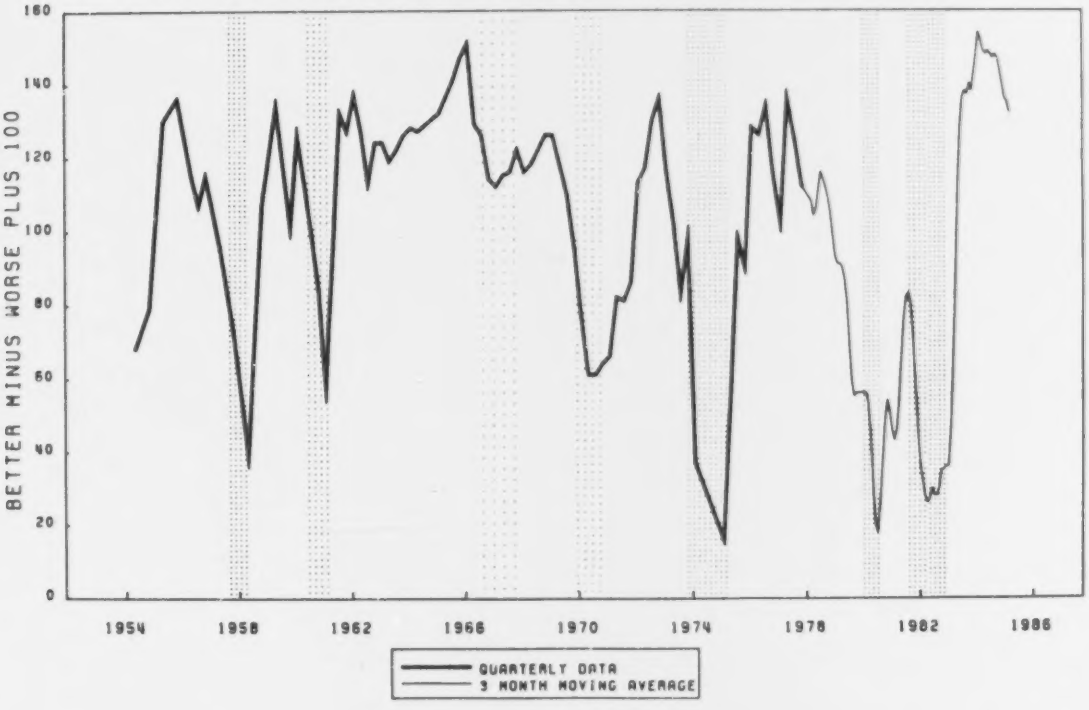


TABLE 14

CURRENT BUSINESS CONDITIONS COMPARED TO A YEAR AGO

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
BETTER NOW	67%	68%	70%	67%	67%	68%	68%	65%	63%	63%	57%	60%	57%
SAME	9	11	9	12	9	11	12	10	12	13	14	12	15
WORSE NOW	23	19	20	19	22	20	18	23	24	23	27	26	26
DK,NA	1	2	1	2	2	1	2	2	1	1	2	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	705	690	680	656	693	690	706	710	704	640	655	653

The question was: "Would you say that at the present time business conditions are better or worse than they were a year ago?"

CHART 15 - RECENT CHANGES

EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

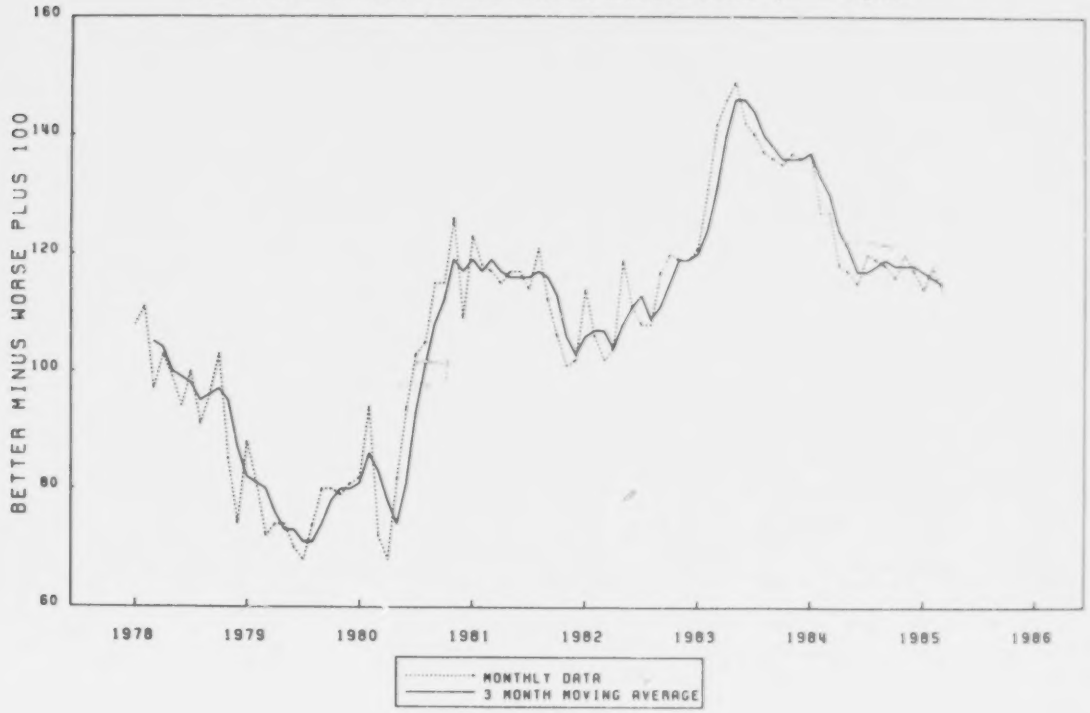


CHART 15 - HISTORICAL SERIES

EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

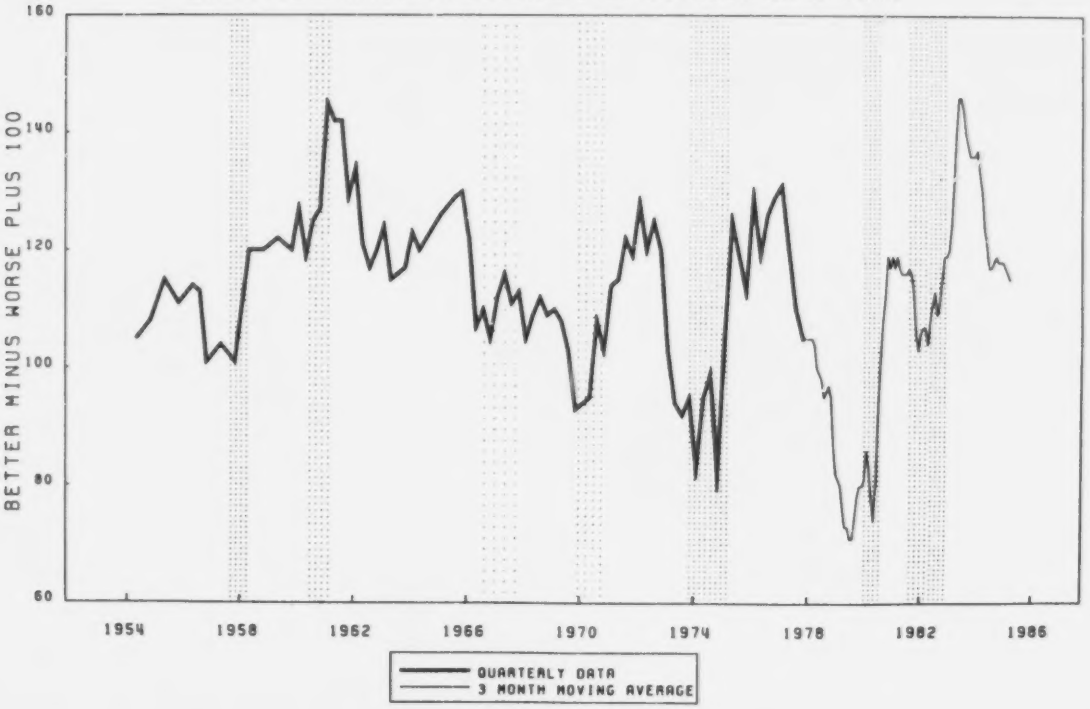


TABLE 15

EXPECTED CHANGE IN BUSINESS CONDITIONS IN A YEAR

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
BETTER	38%	32%	31%	30%	32%	33%	33%	32%	35%	33%	29%	33%	29%
SAME	49	52	53	53	51	49	48	49	48	47	55	50	53
WORSE	11	14	14	15	12	14	15	16	15	16	15	15	15
DK,NA	2	2	2	2	5	4	4	3	2	4	1	2	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	705	690	680	656	693	690	706	710	704	640	655	653

The question was: "And how about a year from now, do you expect that in the country as a whole business conditions will be better, or worse than they are at present, or just about the same?"

CHART 16A - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

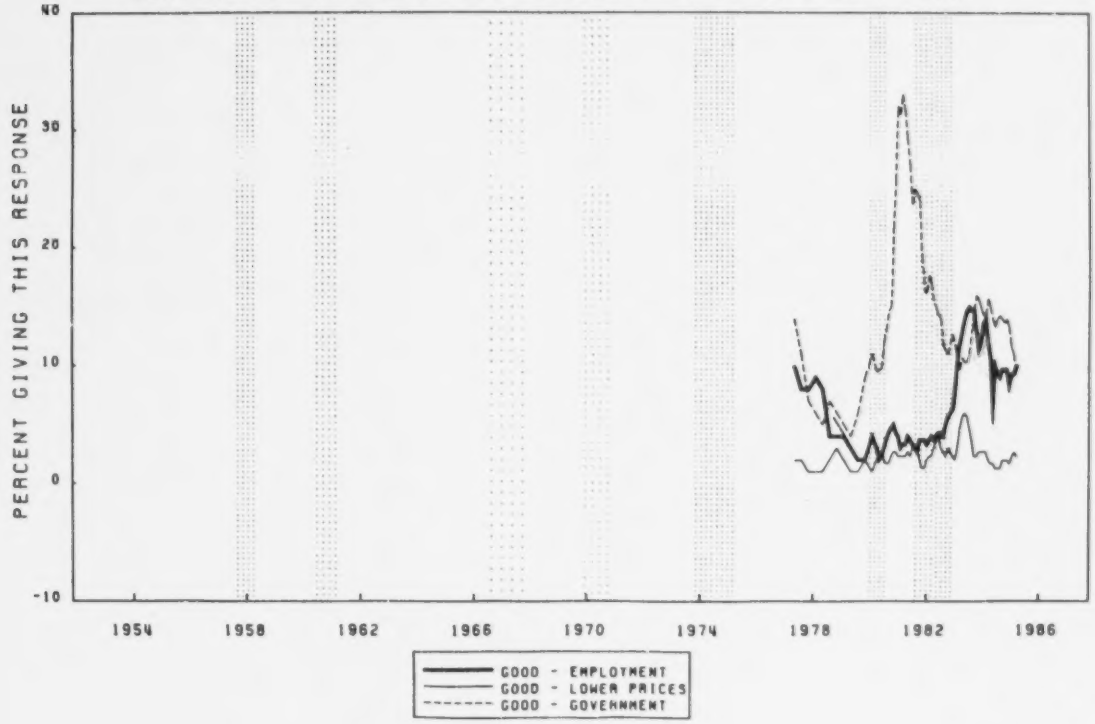


CHART 16B - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT BUSINESS CONDITIONS IN A YEAR

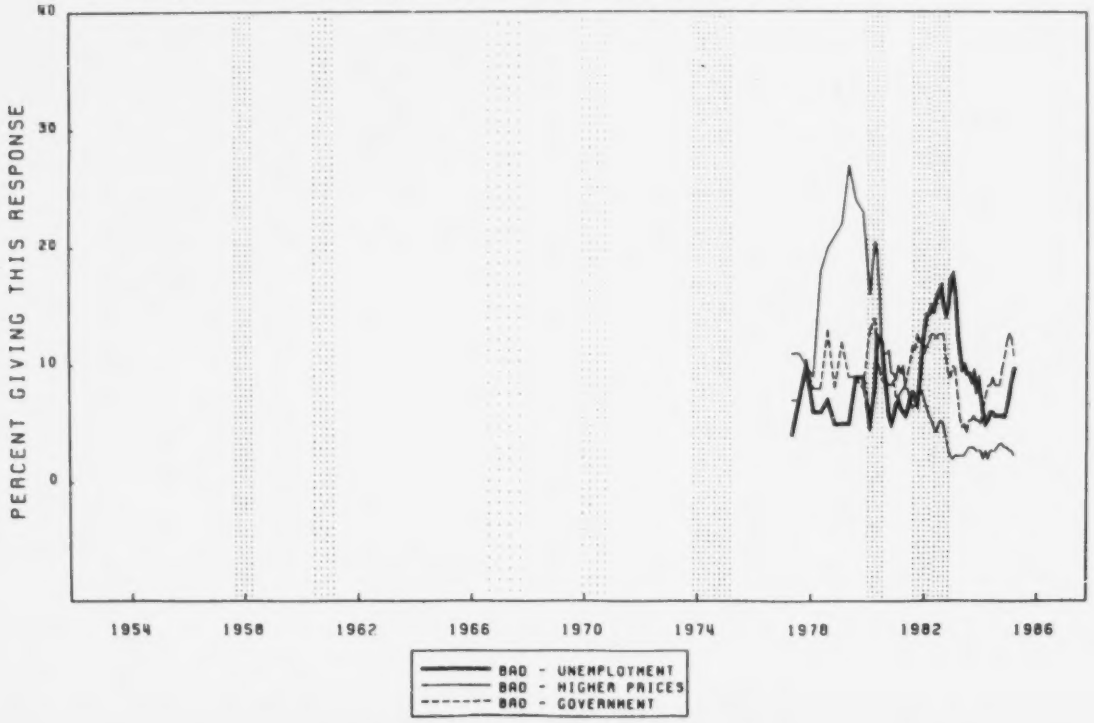


TABLE 16

REASONS FOR OPINIONS ABOUT CHANGES IN BUSINESS CONDITIONS IN A YEAR +

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
FAVORABLE REASONS:													
Government; elections	17%	13%	12%	15%	15%	13%	14%	14%	14%	12%	9%	12%	8%
Employment	10	11	9	10	9	8	12	9	8	8	12	8	10
Higher consumer demand	4	4	5	4	5	5	2	2	5	4	4	4	5
Lower prices	2	1	2	1	1	2	3	1	2	2	3	3	1
Easier credit	2	2	2	2	4	4	4	3	5	6	4	4	4
UNFAVORABLE REASONS:													
Government; elections	9	7	9	11	5	9	11	9	12	15	11	11	10
Unemployment	5	7	6	5	6	6	5	6	5	8	9	9	11
Lower consumer demand	1	2	2	2	2	3	2	2	3	4	2	2	4
Higher prices	3	2	3	2	3	4	3	3	3	3	2	3	2
Tighter credit	2	7	7	8	7	5	4	4	3	3	4	3	2
Energy crisis	*	*	*	*	*	*	*	*	*	*	*	*	*

The question was: "Why do you expect business conditions to be better/the same/worse a year from now?" following the question on table 15.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 17 - RECENT CHANGES

TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

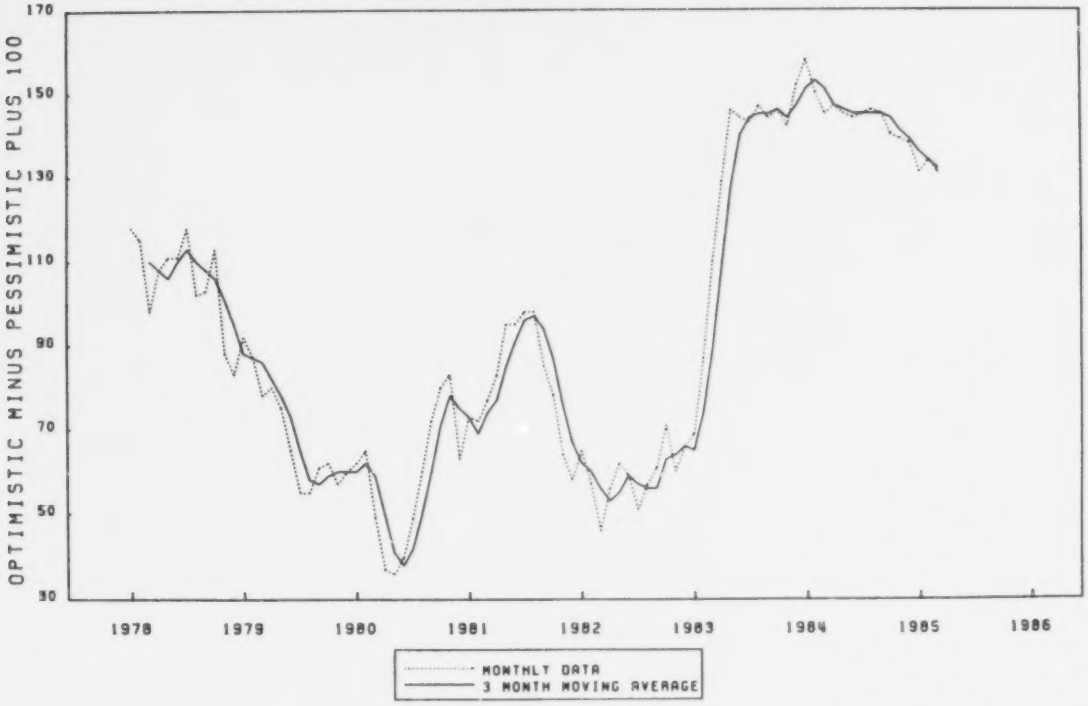


CHART 17 - HISTORICAL SERIES

TREND IN PAST AND EXPECTED BUSINESS CONDITIONS

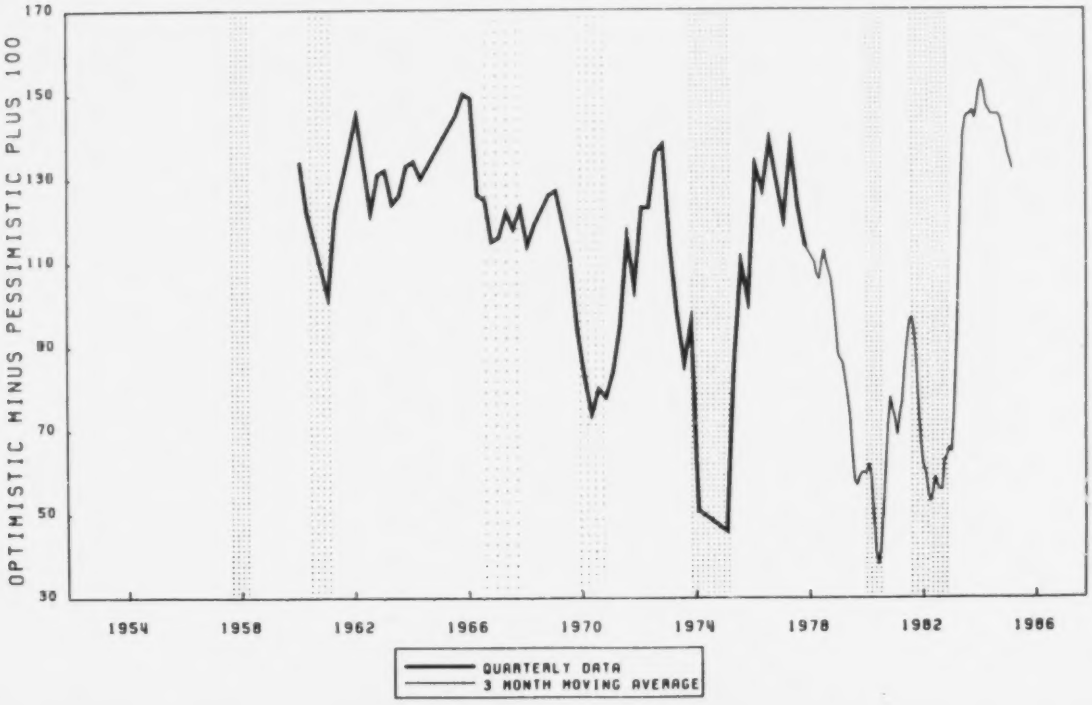


TABLE 17

TREND IN PAST AND EXPECTED CHANGES IN BUSINESS CONDITIONS

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
TREND:													
Continuous increase (a)	31%	25%	27%	25%	25%	25%	27%	24%	28%	27%	21%	26%	22%
Intermittent increase (b)	32	39	36	37	38	36	35	36	32	32	36	31	33
Remain unchanged (c)	6	7	7	7	4	6	6	5	6	7	8	7	9
Intermittent decline (d)	14	10	13	11	12	10	11	12	14	13	17	15	15
Continuous decline (e)	4	7	5	7	6	5	6	8	7	8	9	8	9
Mixed change (f)	10	9	10	9	9	12	10	10	9	9	7	9	8
DK,NA	3	3	2	4	6	6	5	5	4	4	2	4	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	705	690	680	656	693	690	706	710	704	640	655	653

Combination of the responses to the questions on Tables 14 and 15.

Key: (a) Better than a year ago/Better a year from now
(b) Better/Same or Same/Better
(c) Same/Same
(d) Worse/Same or Same/Worse
(e) Worse/Worse
(f) Worse/Better or Better/Worse

CHART 18 - RECENT CHANGES

BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

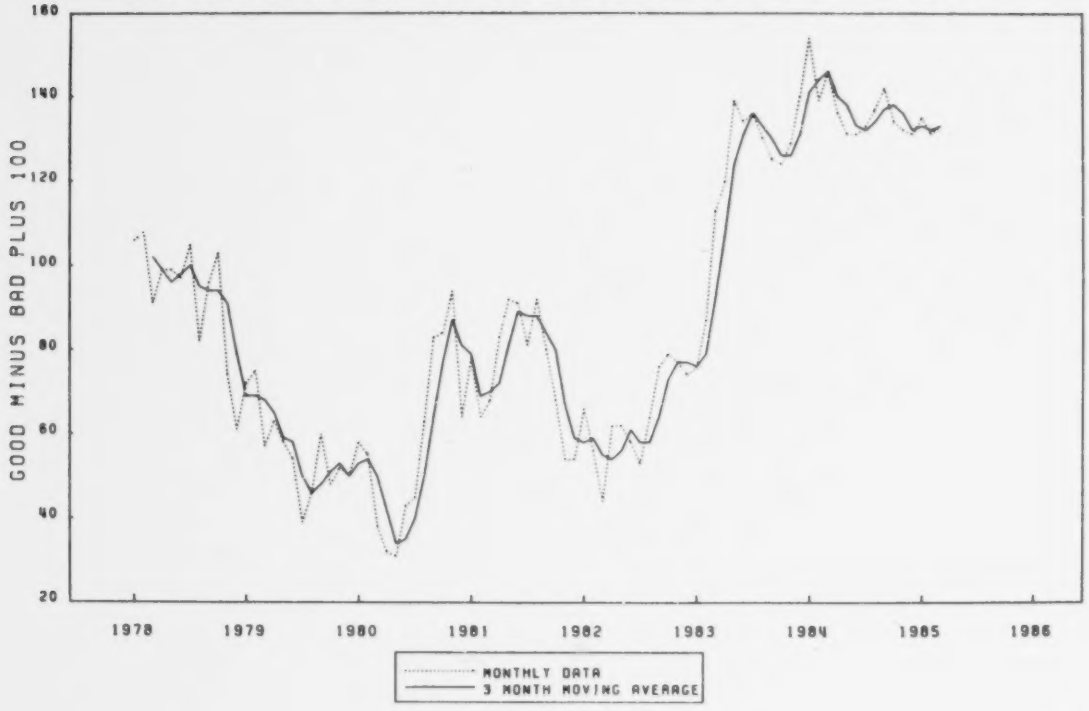


CHART 18 - HISTORICAL SERIES

BUSINESS CONDITIONS EXPECTED DURING THE NEXT TWELVE MONTHS

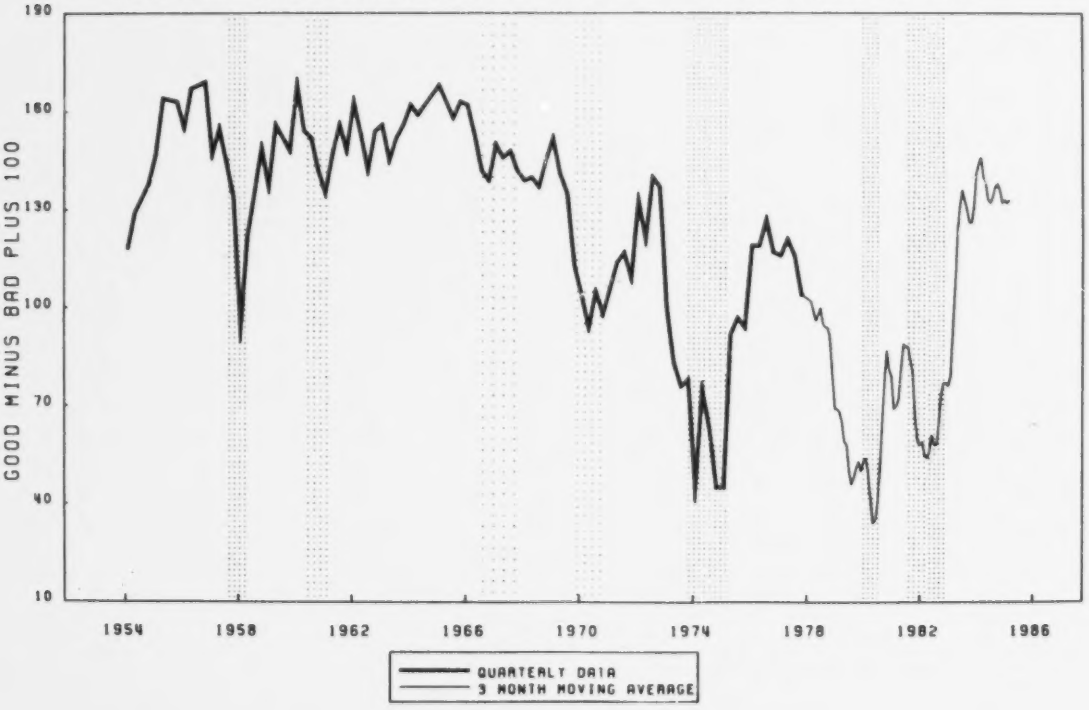


TABLE 18

BUSINESS CONDITIONS EXPECTED DURING THE NEXT 12 MONTHS

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
GOOD TIMES	69%	63%	60%	60%	61%	62%	66%	60%	59%	59%	63%	62%	62%
UNCERTAIN; GOOD & BAD	2	3	3	2	2	3	3	4	3	3	4	2	2
BAD TIMES	23	27	29	29	28	25	24	26	27	28	28	31	29
DON'T KNOW	4	5	5	6	6	7	6	6	7	7	4	3	5
NOT ASCERTAINED	2	2	3	3	3	3	1	4	4	3	1	2	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	705	690	680	656	693	690	706	710	704	640	655	653

The question was: "Now turning to business conditions in the country as a whole--do you think that during the next 12 months we'll have good times financially, or bad times or what?"

CHART 19 - RECENT CHANGES

BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

CHART 19 - HISTORICAL SERIES

BUSINESS CONDITIONS EXPECTED FOR THE NEXT FIVE YEARS

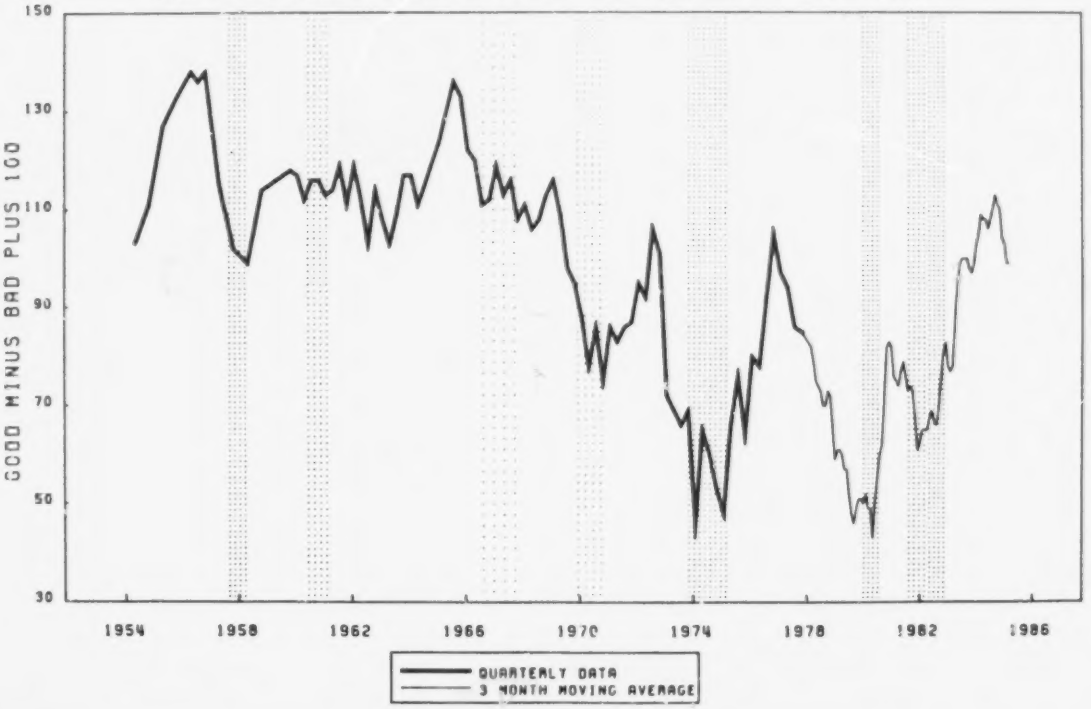


TABLE 19

BUSINESS CONDITIONS EXPECTED DURING THE NEXT FIVE YEARS

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
GOOD TIMES	47%	41%	43%	42%	44%	47%	47%	43%	42%	39%	43%	41%	40%
UNCERTAIN; GOOD & BAD	15	19	15	17	19	13	17	17	17	15	15	11	13
BAD TIMES	34	35	38	36	31	36	31	36	35	41	39	45	44
NOT ASCERTAINED	4	5	4	5	6	4	5	4	6	5	3	3	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	705	690	680	656	693	690	706	710	704	640	655	653

The question was: "Looking ahead, which would you say is more likely--that in the country as a whole we'll have continuous good times during the next 5 years or so, or that we will have periods of widespread unemployment or depression, or what?"

CHART 20 - RECENT CHANGES
EXPECTED CHANGE IN UNEMPLOYMENT

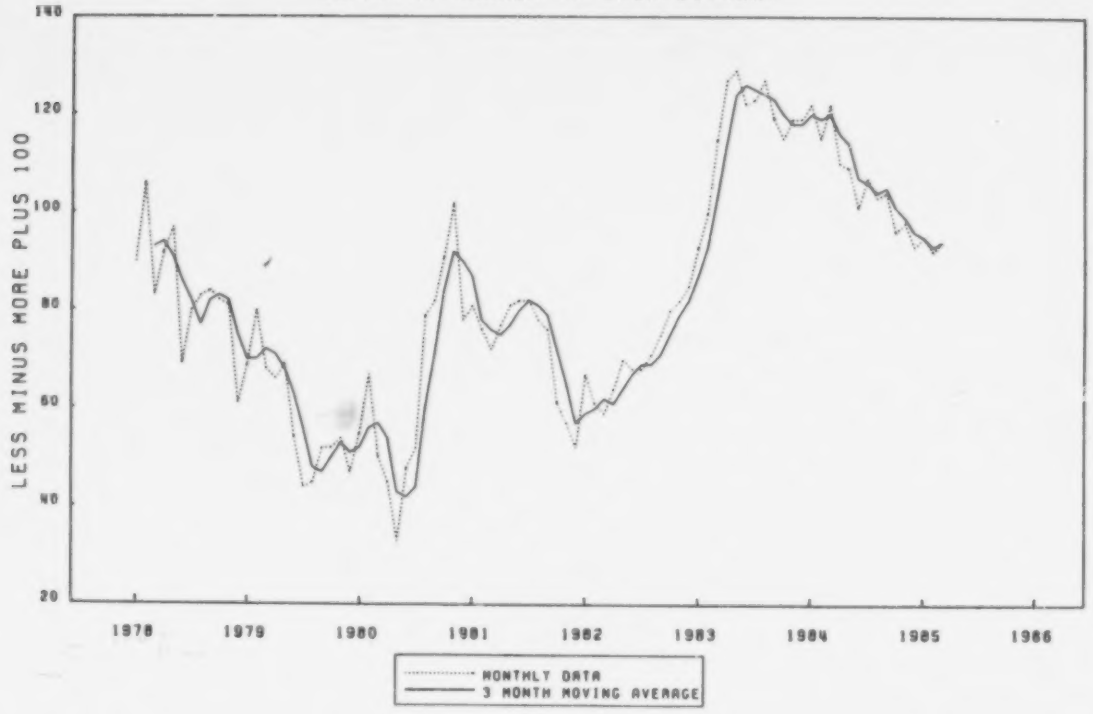


CHART 20 - HISTORICAL SERIES
EXPECTED CHANGE IN UNEMPLOYMENT

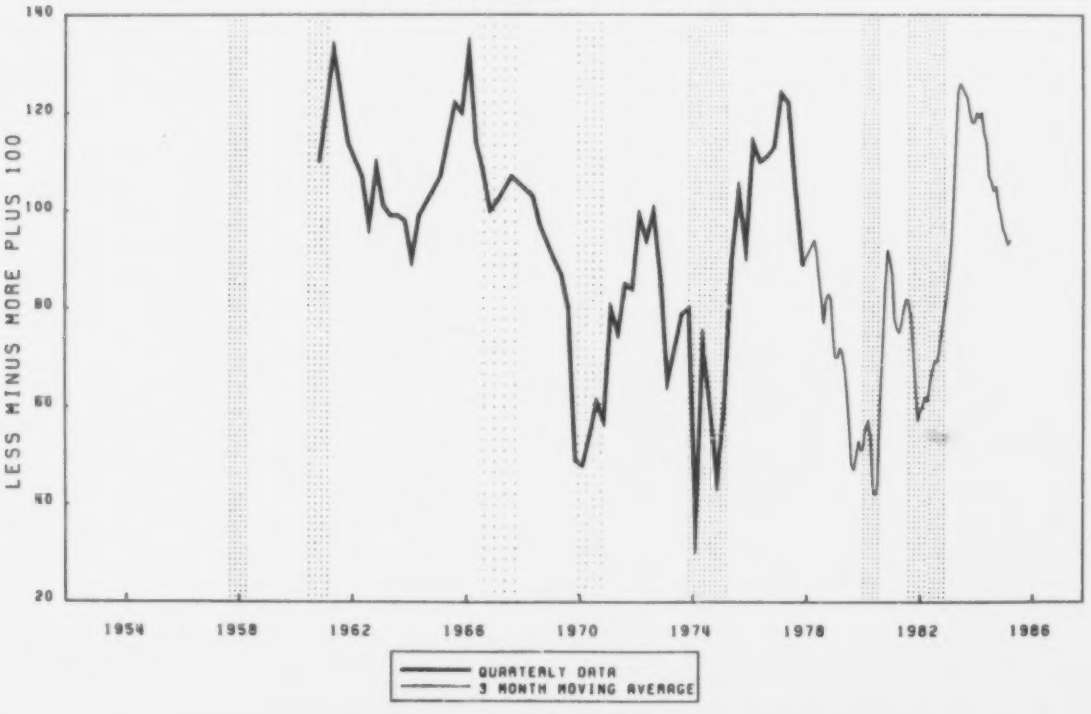


TABLE 20

EXPECTED CHANGE IN UNEMPLOYMENT

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
LESS	38%	28%	29%	24%	26%	24%	26%	20%	22%	21%	20%	20%	23%
SAME	45	52	51	52	53	54	50	54	52	50	54	50	47
MORE	16	18	20	23	19	21	22	24	24	28	25	28	29
DK,NA	1	2	*	1	2	1	2	2	2	1	1	2	1
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	705	690	680	656	693	690	706	710	704	640	655	653

The question was: "How about people out of work during the coming 12 months--do you think that there will be more unemployment than now, about the same, or less?"

* : Less than half of one percent.

CHART 21 - RECENT CHANGES

EXPECTED CHANGE IN INTEREST RATES

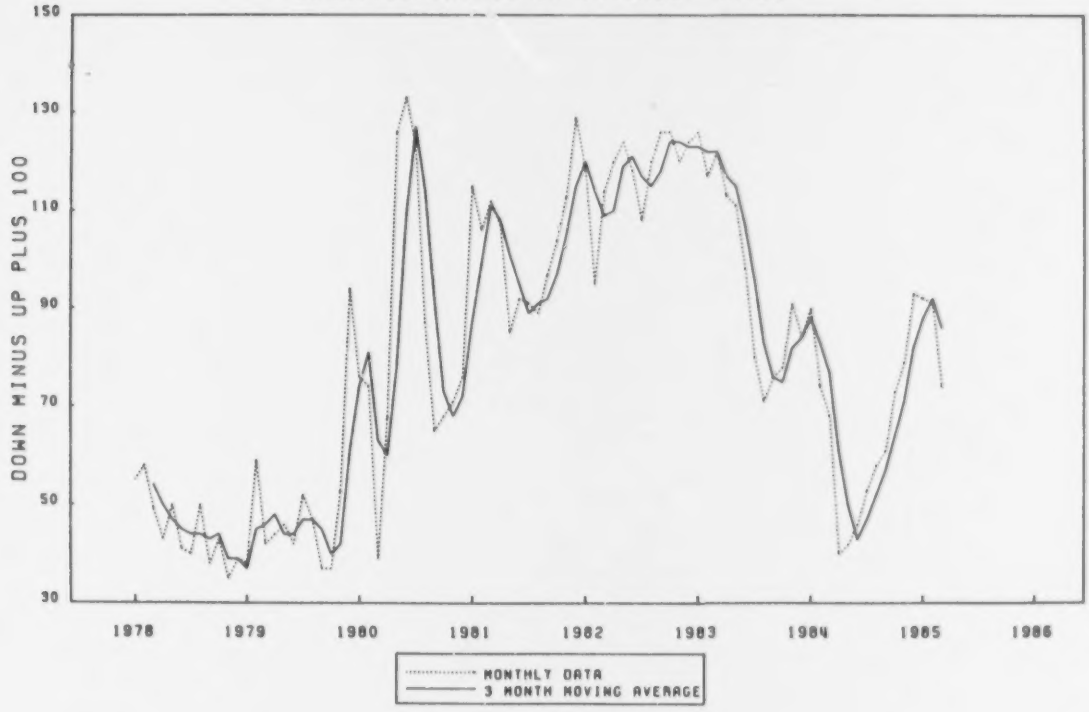


CHART 21 - HISTORICAL SERIES

EXPECTED CHANGE IN INTEREST RATES

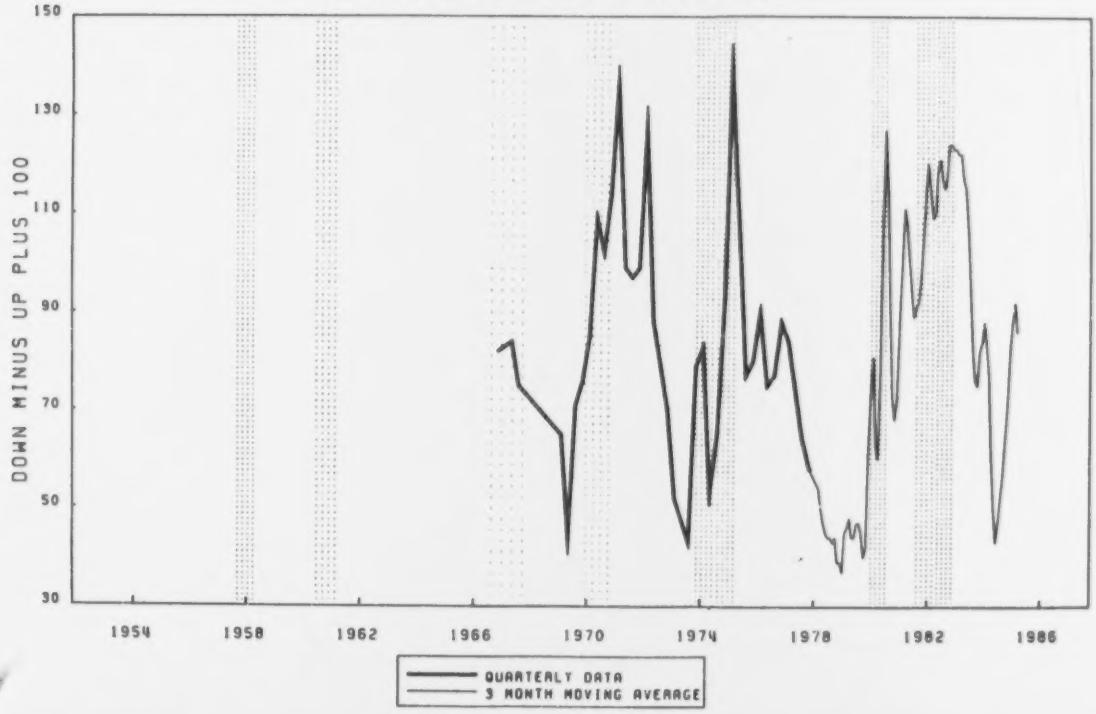


TABLE 21

EXPECTED CHANGE IN INTEREST RATES

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
GO UP	45%	68%	66%	64%	58%	55%	52%	45%	44%	37%	36%	35%	45%
STAY THE SAME	37	21	25	24	27	29	32	33	31	30	33	37	32
GO DOWN	13	8	8	10	11	13	13	18	23	30	28	26	19
DK,NA	5	3	1	2	4	3	3	4	2	3	3	2	4
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	705	690	680	656	693	690	706	710	704	640	655	653

The question was: "No one can say for sure, but what do you think will happen to interest rates for borrowing money during the next 12 months--will they go up, stay the same, or go down?"

CHART 22 - RECENT CHANGES

CHANGE IN PRICES DURING THE LAST 12 MONTHS

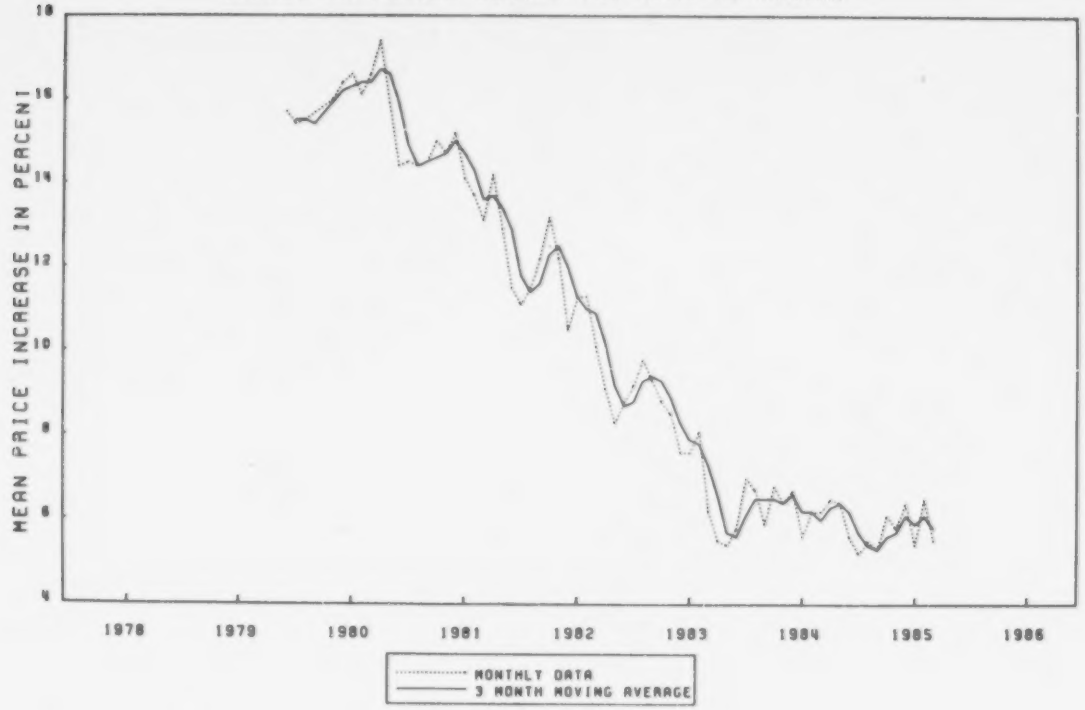


CHART 22 - HISTORICAL SERIES

CHANGE IN PRICES DURING THE LAST 12 MONTHS

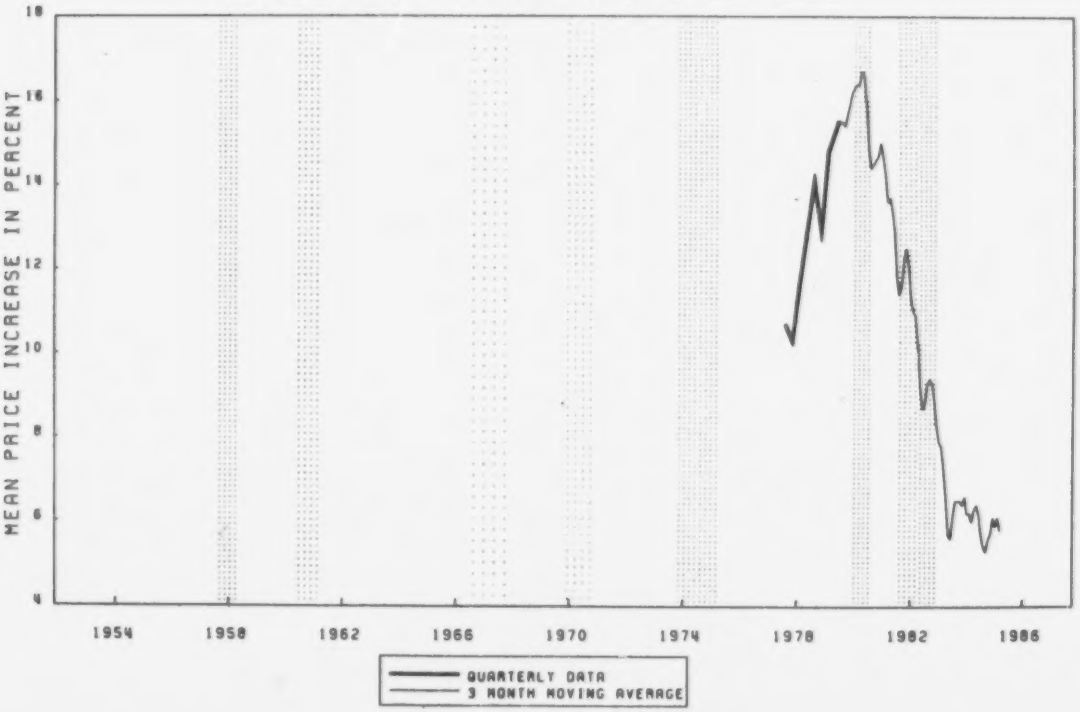


TABLE 22

CHANGE IN PRICES DURING THE LAST 12 MONTHS

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
SAME OR DOWN	23%	22%	23%	22%	27%	29%	29%	28%	27%	24%	25%	25%	28%
GONE UP BY:													
1-2%	8	10	10	12	8	10	9	9	11	9	11	11	11
3-4%	16	14	14	17	17	12	16	15	15	14	17	16	18
5%	15	17	17	16	16	18	16	13	14	18	17	13	14
6-9%	10	11	9	8	8	8	7	7	5	6	7	8	5
10-14%	12	9	13	12	11	11	9	11	11	11	10	11	10
15% or more	9	12	10	8	8	7	8	11	10	10	8	11	9
DK how much up	7	5	4	5	4	5	6	5	6	7	5	4	5
DK,NA	*	*	*	*	1	*	*	1	1	1	*	1	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	6.2	6.5	6.4	5.6	5.2	5.5	5.3	6.1	5.8	6.4	5.4	6.5	5.5
VARIANCE	72	75	78	54	48	75	63	84	76	86	66	93	72
CASES	700	705	690	680	656	693	690	706	710	704	640	655	653

The questions were: "During the last 12 months, have prices of the things you buy remained unchanged, or have they gone up, or have they gone down?" and "By about what percent do you think prices have gone up,on the average, during the last 12 months?"

* : Less than half of one percent.

CHART 23 - RECENT CHANGES

MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

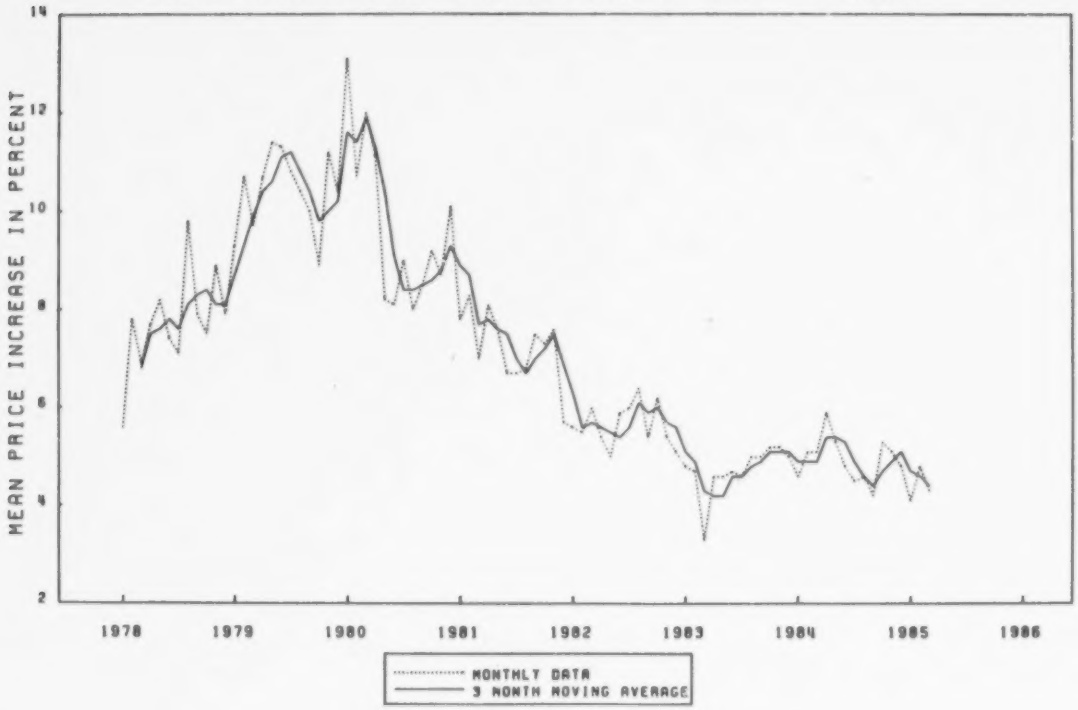


CHART 23 - HISTORICAL SERIES

MEAN EXPECTED PRICE INCREASE OVER THE NEXT 12 MONTHS

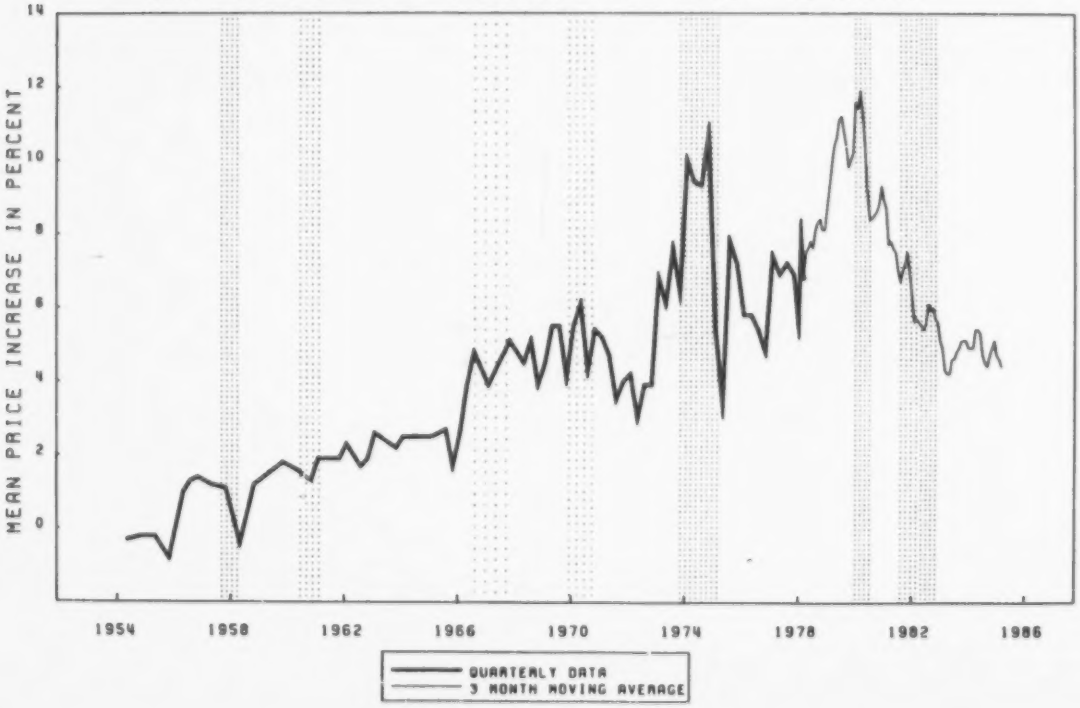


TABLE 23

EXPECTED CHANGE IN PRICES DURING THE NEXT 12 MONTHS

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
SAME OR DOWN	24%	19%	19%	19%	23%	24%	24%	22%	23%	25%	26%	25%	26%
WILL GO UP BY:													
1-2%	14	13	15	14	13	18	16	13	14	13	16	14	15
3-4%	16	17	15	16	17	15	19	15	17	17	20	19	19
5%	15	15	20	18	20	18	14	18	18	16	15	15	15
6-9%	10	12	11	11	8	6	8	9	6	9	6	6	6
10-14%	11	11	9	13	8	8	8	10	9	9	7	10	9
15% or more	5	8	6	4	5	5	4	7	7	5	4	6	6
DK how much up	4	3	4	4	3	5	4	4	4	4	4	4	4
DK,NA	1	2	1	1	3	1	3	2	2	2	2	1	*
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
MEAN INCREASE	5.1	5.9	5.3	4.8	4.5	4.6	4.2	5.3	5.1	4.8	4.1	4.8	4.3
VARIANCE	55	57	49	27	33	46	36	53	47	44	36	51	34
CASES	700	705	690	680	656	693	690	706	710	704	640	655	653

The questions were: "During the next 12 months, do you think that prices in general will go up, or go down, or stay where they are now?" and "By about what percent do you expect prices to go up, on the average, during the next 12 months?"

* : Less than half of one percent.

CHART 24 - RECENT CHANGES

UNEMPLOYMENT OR INFLATION MORE SERIOUS

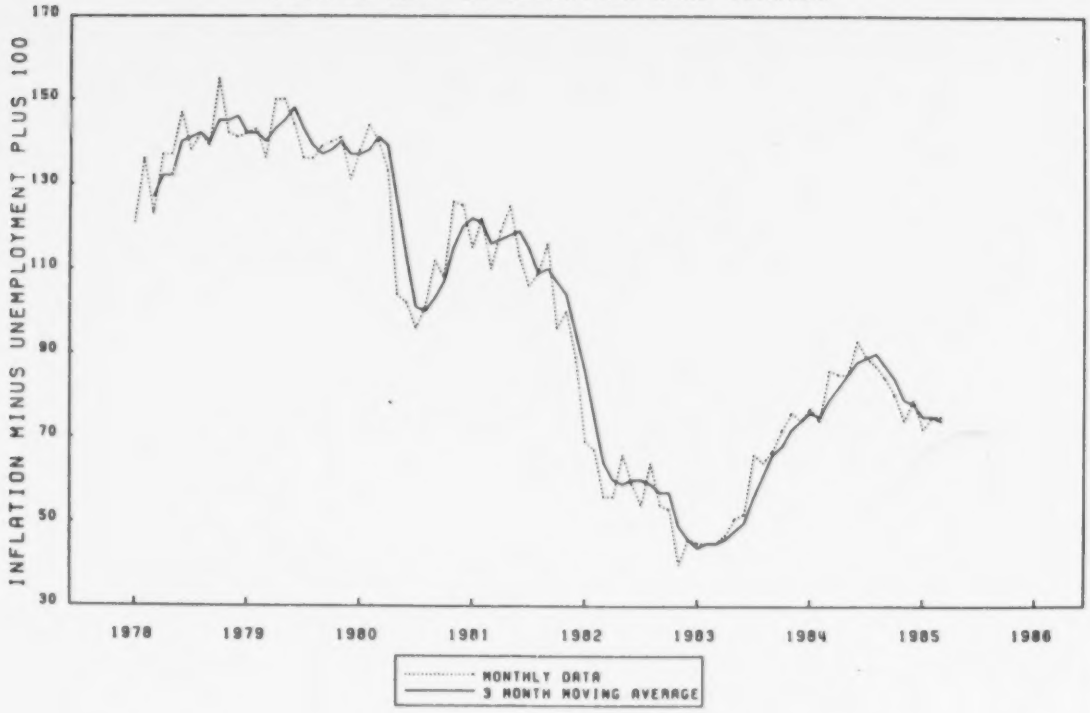


CHART 24 - HISTORICAL SERIES

UNEMPLOYMENT OR INFLATION MORE SERIOUS

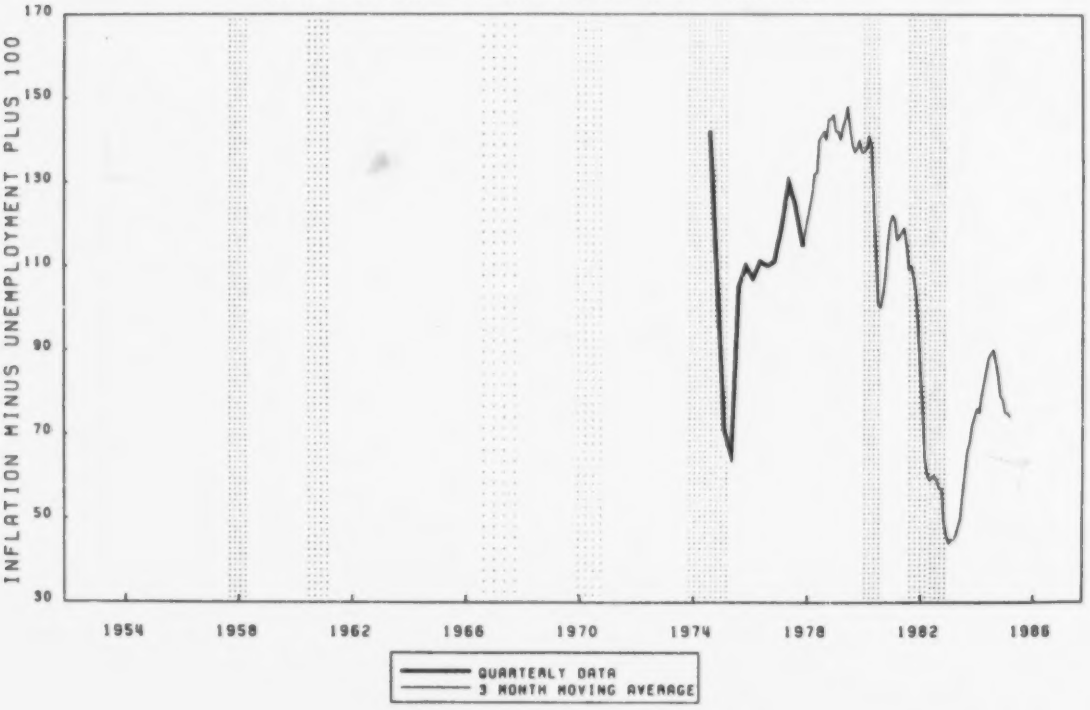


TABLE 24

UNEMPLOYMENT OR INFLATION MORE SERIOUS ECONOMIC HARDSHIP

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
UNEMPLOYMENT	52%	53%	54%	51%	51%	52%	54%	55%	59%	56%	60%	58%	59%
BOTH EQUALLY SERIOUS	7	7	6	3	7	6	5	8	7	6	6	5	5
INFLATION	38	38	39	44	40	39	38	35	33	35	32	33	34
DK,NA	3	2	1	2	2	3	3	2	1	3	2	4	2
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	705	690	680	656	693	690	706	710	704	640	655	653

The question was: "Which of the two problems--unemployment or inflation--do you think will cause the more serious economic hardship for people during the next year or so?"

CHART 25 - RECENT CHANGES

OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

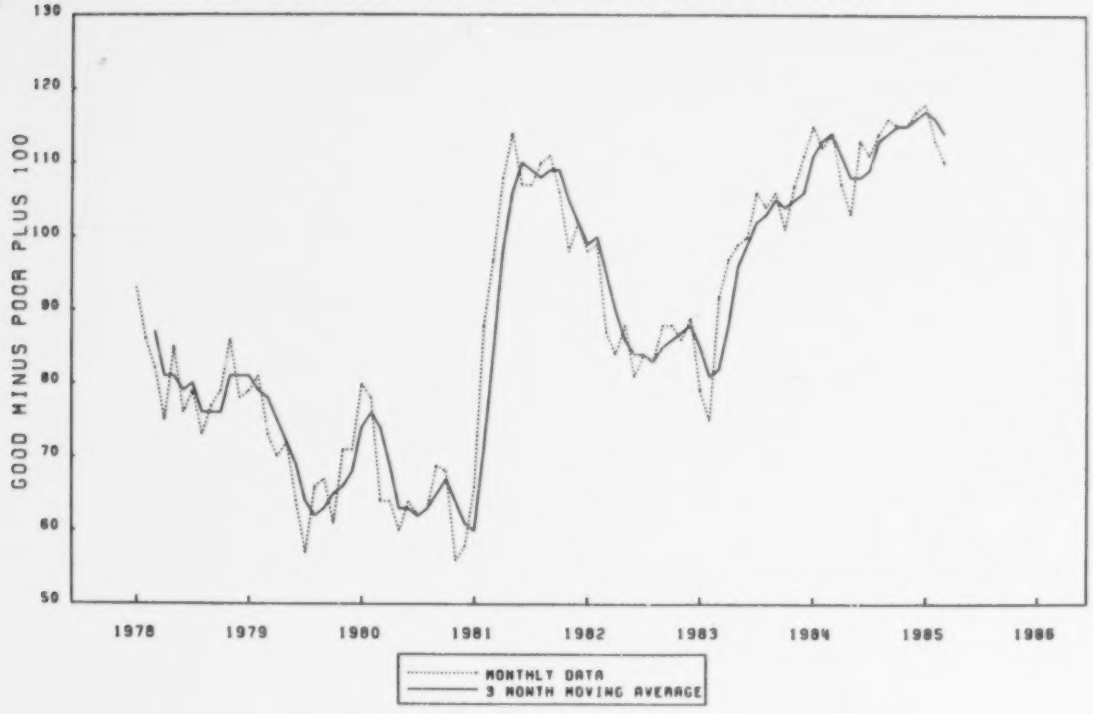


CHART 25 - HISTORICAL SERIES

OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

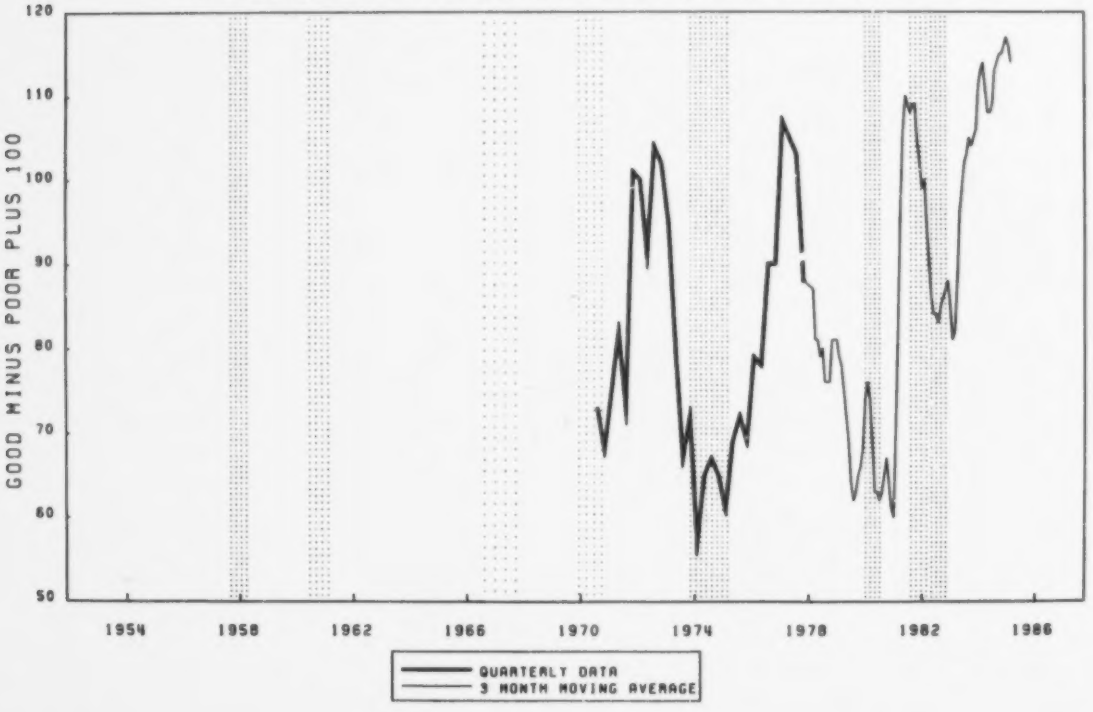


TABLE 25

OPINIONS ABOUT THE GOVERNMENT'S ECONOMIC POLICY

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
A GOOD JOB	33%	27%	25%	31%	30%	33%	35%	36%	32%	33%	34%	33%	32%
ONLY FAIR	47	50	52	49	48	46	44	41	50	49	49	46	43
A POOR JOB	19	20	22	18	19	19	19	21	17	16	16	20	22
DK,NA	1	3	1	2	3	2	2	2	1	2	1	1	3
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	705	690	680	656	693	690	706	710	704	640	655	653

The question was: "As to the economic policy of the government--I mean steps taken to fight inflation or unemployment--would you say the government is doing a good job, only fair, or a poor job?"

CHART 26 - RECENT CHANGES

BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

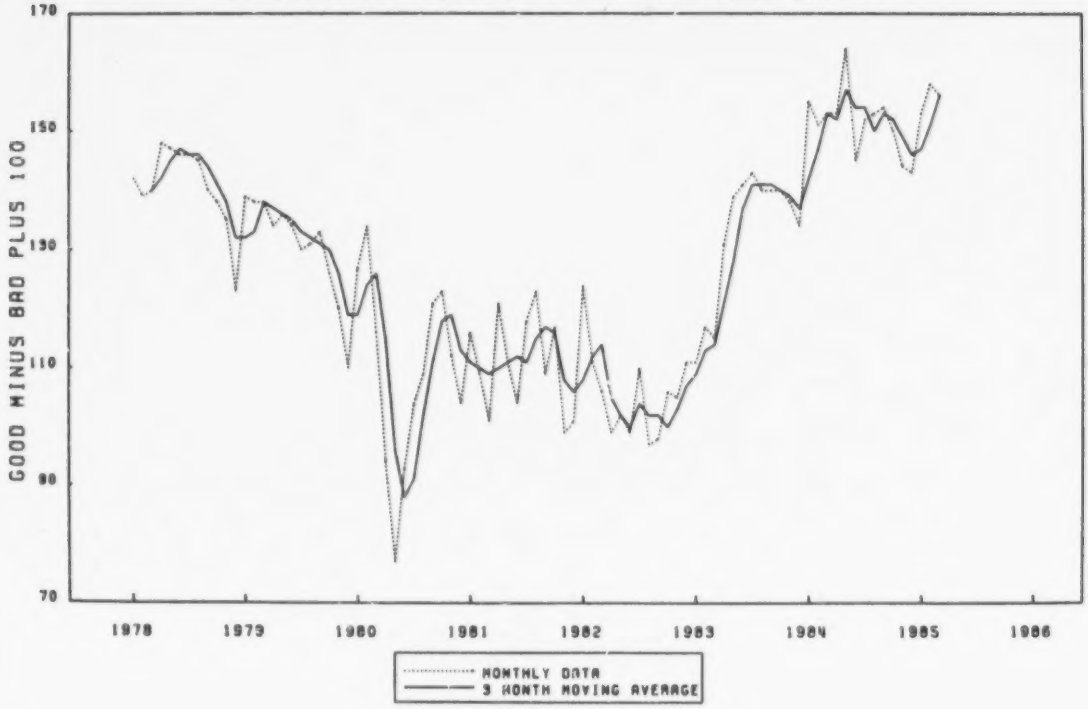


CHART 26 - HISTORICAL SERIES

BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

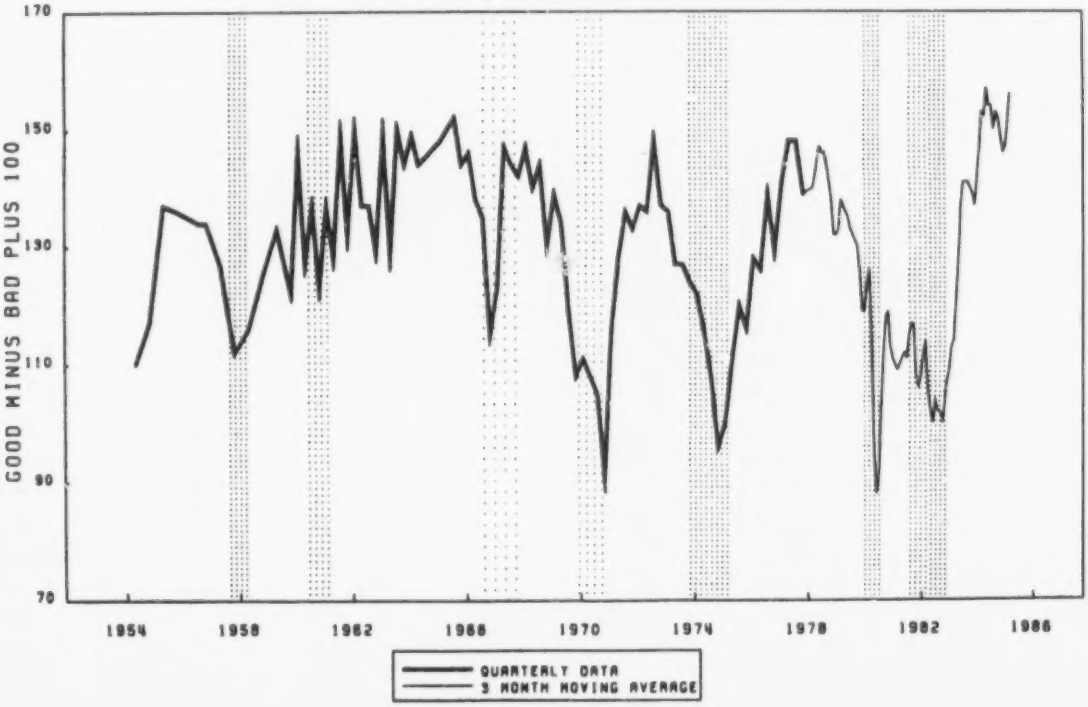


TABLE 26

BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
GOOD TIME TO BUY	72%	72%	77%	67%	71%	72%	72%	70%	67%	67%	73%	75%	74%
UNCERTAIN, DEPENDS	9	9	10	11	10	9	10	10	10	9	7	8	8
BAD TIME TO BUY	19	19	13	22	19	19	18	20	23	24	20	17	18
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	705	690	680	656	693	690	706	710	704	640	655	653

The question was: "About the big things people buy for their homes--such as furniture, a refrigerator, stove, television, and things like that. Generally speaking, do you think now is a good or a bad time for people to buy major household items?"

CHART 27A - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

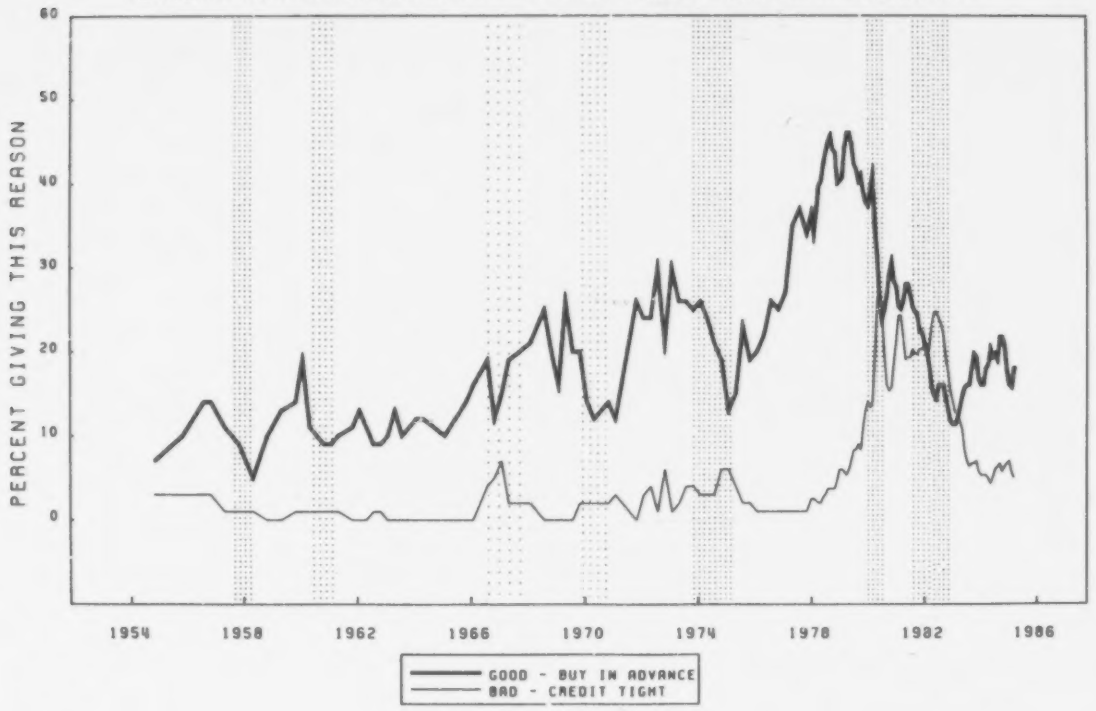


CHART 27B - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR DURABLES

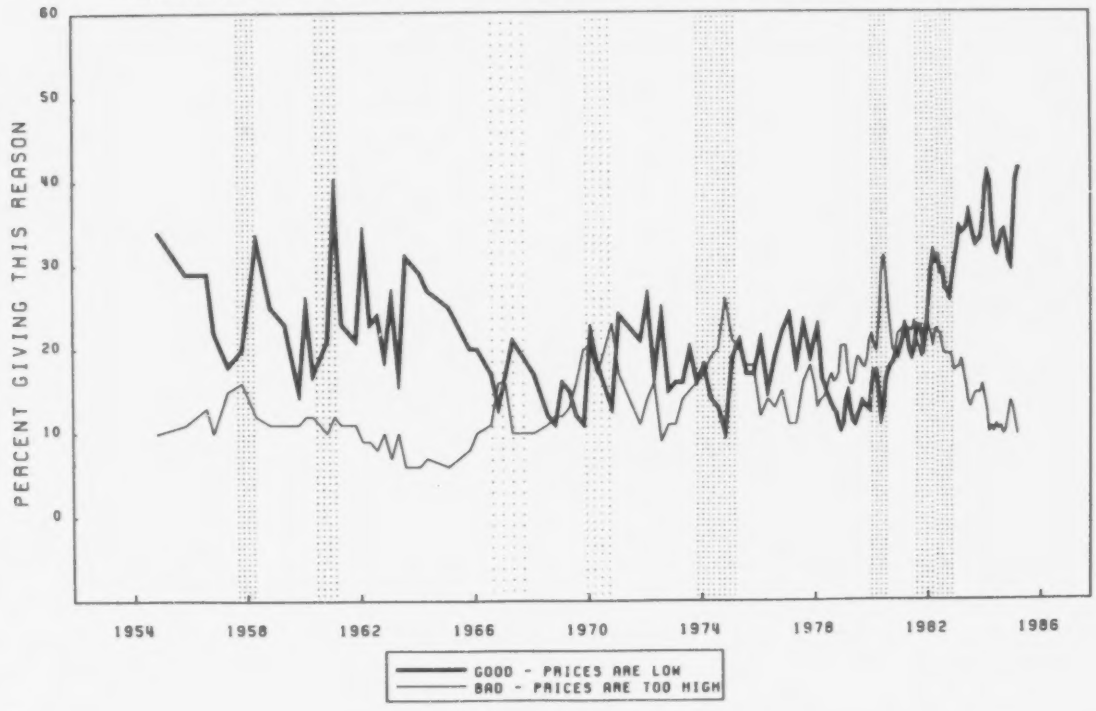


TABLE 27

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR LARGE HOUSEHOLD GOODS +

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
GOOD TIME TO BUY:													
Prices are low; good buys available	35%	30%	31%	33%	33%	35%	34%	29%	28%	32%	45%	43%	36%
Prices won't come down; are going higher	19	20	22	16	21	20	24	21	17	15	16	16	22
Interest rates low; credit is easy	10	14	11	11	10	8	8	11	11	10	11	11	10
BAD TIME TO BUY:													
Prices are high	10	12	8	13	10	9	10	12	14	15	10	9	10
Interest rates are high; credit is tight	3	5	5	5	8	6	6	5	8	7	6	4	5
Lack of purchasing power	9	6	5	7	5	7	7	7	7	7	10	6	7

Responses to the query: "Why do you say so?" following the question on Table 26.

+ : May add to more than 100% due to multiple mentions.

CHART 28 - RECENT CHANGES
BUYING CONDITIONS FOR HOUSES

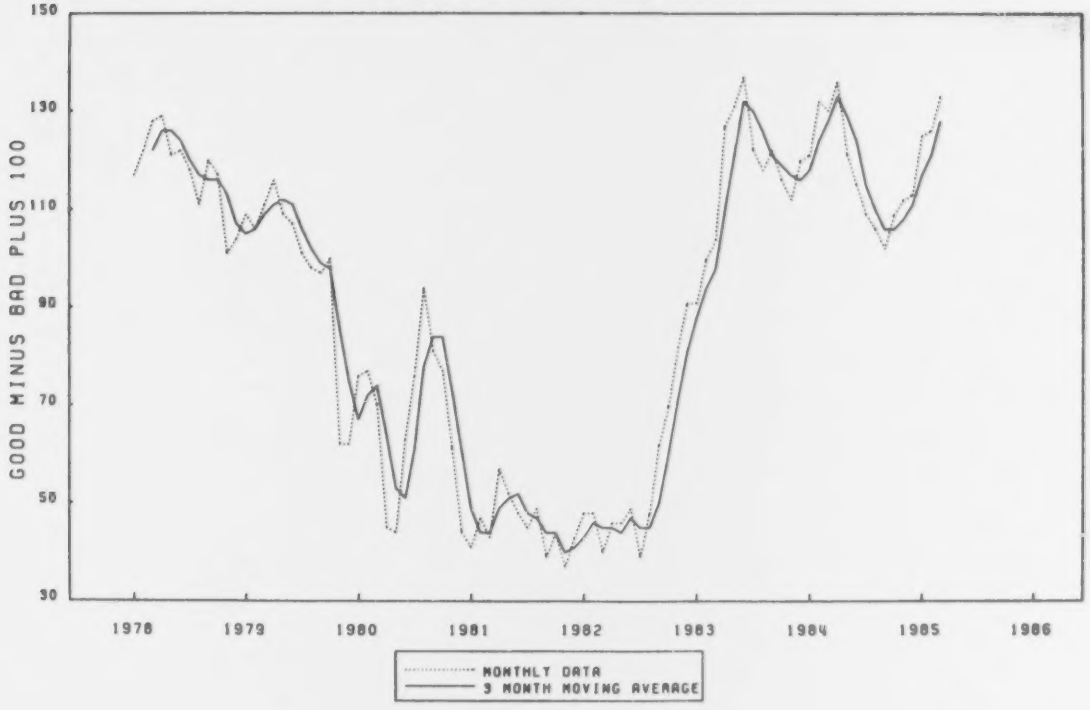


CHART 28 - HISTORICAL SERIES
BUYING CONDITIONS FOR HOUSES

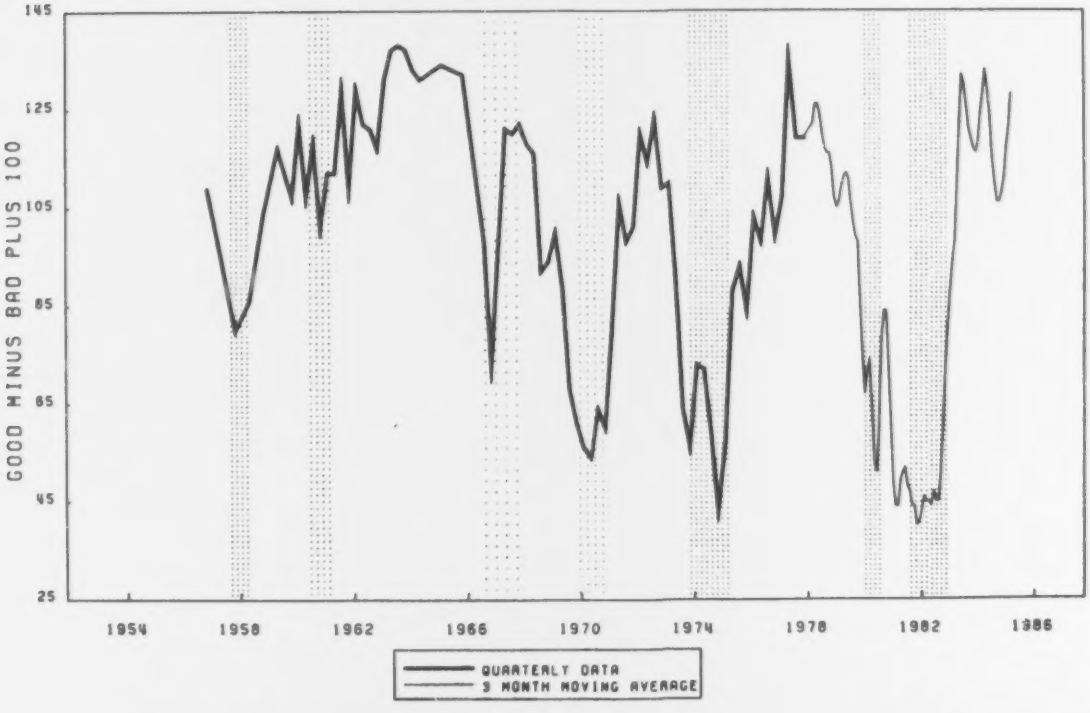


TABLE 28

BUYING CONDITIONS FOR HOUSES

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
GOOD TIME TO BUY	62%	66%	58%	55%	52%	50%	48%	52%	54%	54%	61%	61%	64%
UNCERTAIN, DEPENDS	6	4	5	5	5	6	6	5	4	5	3	4	5
BAD TIME TO BUY	32	30	37	40	43	44	46	43	42	41	36	35	31
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	705	690	680	656	693	690	706	710	704	640	655	653

The question was: "Generally speaking, do you think now is a good time or a bad time to buy a house?"

CHART 29A - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

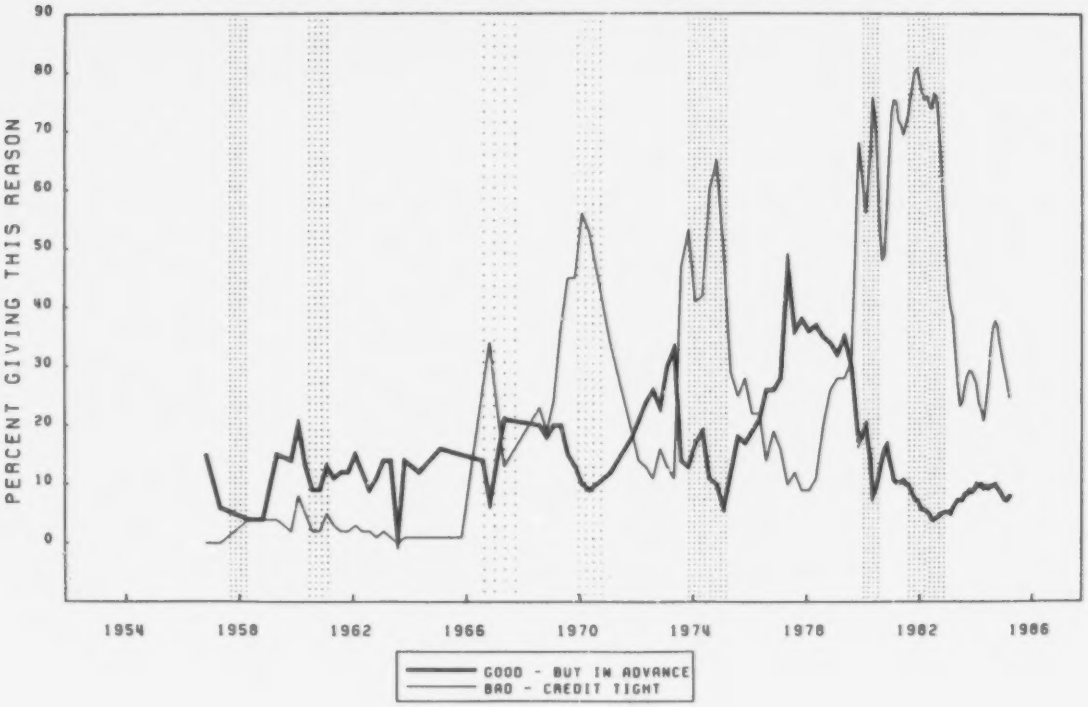


CHART 29B - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES

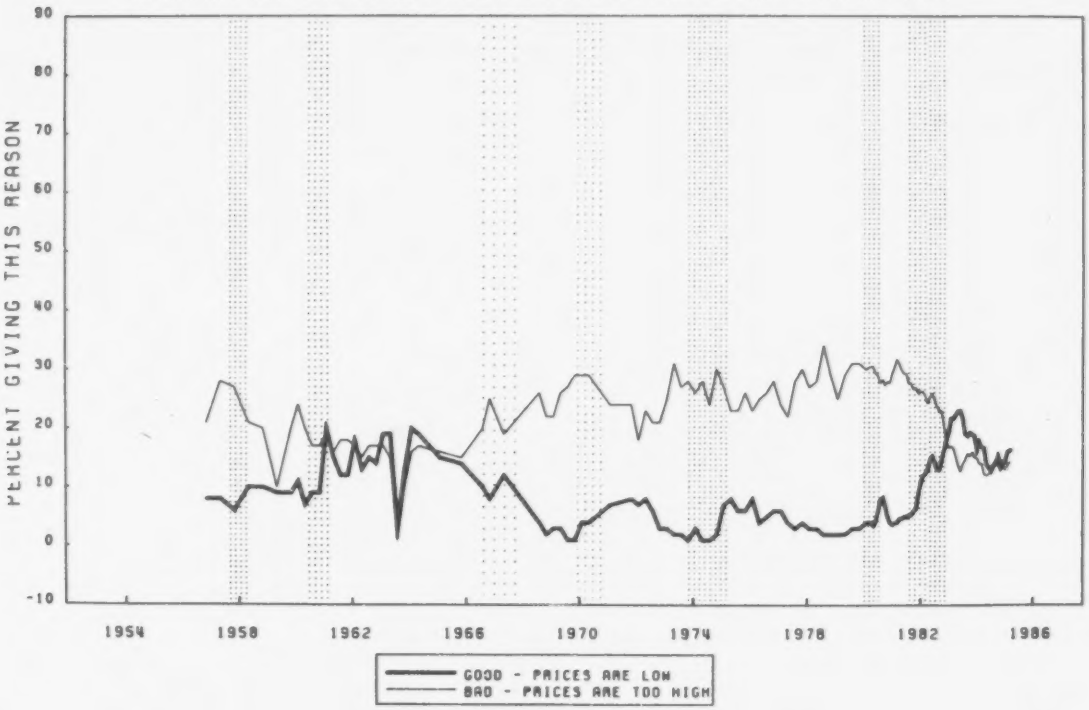


TABLE 29

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR HOUSES +

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
GOOD TIME TO BUY:													
Prices are low; good buys available	15%	15%	12%	13%	13%	15%	14%	15%	11%	17%	15%	16%	18%
Prices won't come down; are going higher	10	10	9	9	11	9	10	9	7	8	7	7	10
Interest rates low; credit is easy	49	52	44	38	37	35	34	35	44	38	49	50	48
Good investment	8	6	5	8	5	4	7	5	7	5	6	6	7
BAD TIME TO BUY:													
Prices are high	13	11	12	14	12	16	16	16	12	13	14	14	15
Interest rates are high; credit is tight	22	20	29	33	36	40	37	33	31	30	27	25	22
Lack of purchasing power	11	10	12	10	11	11	11	10	13	13	12	11	9

Responses to the query: "Why do you say so?" following the question on Table 28.

+ : May add to more than 100% due to multiple mentions.

CHART 30 - RECENT CHANGES
BUYING CONDITIONS FOR CARS

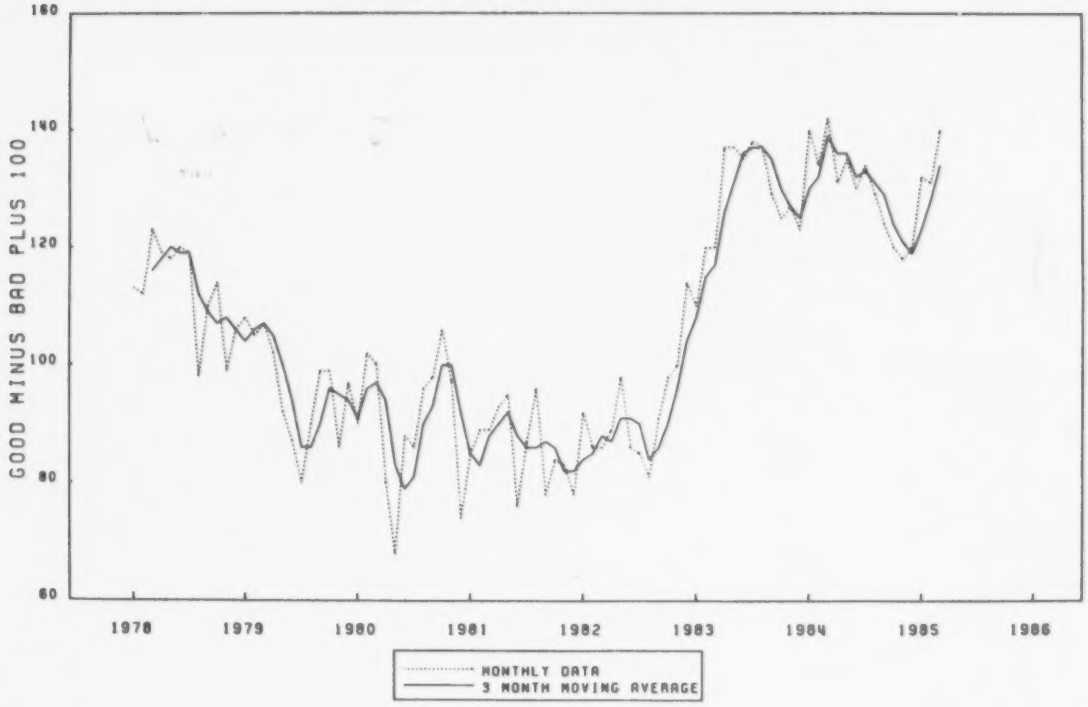


CHART 30 - HISTORICAL SERIES
BUYING CONDITIONS FOR CARS

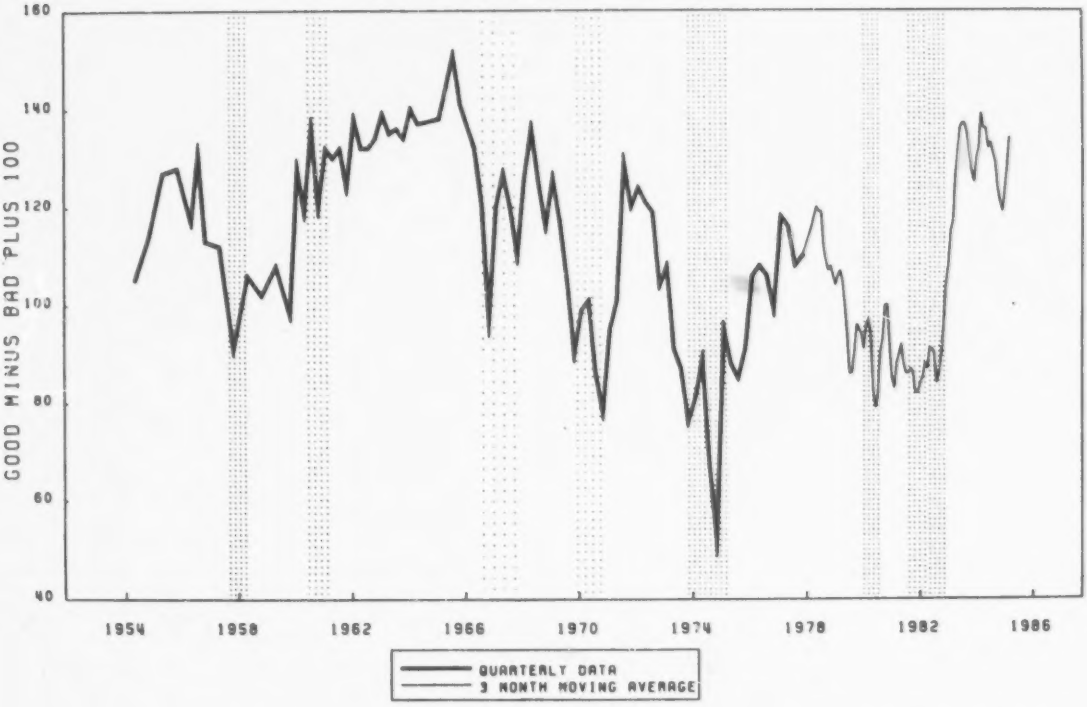


TABLE 30

BUYING CONDITIONS FOR CARS

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
GOOD TIME TO BUY	66%	60%	63%	60%	62%	59%	59%	54%	55%	55%	62%	61%	67%
UNCERTAIN; DEPENDS	10	11	9	10	10	11	6	12	8	10	8	9	6
BAD TIME TO BUY	24	29	28	30	28	30	35	34	37	35	30	30	27
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	705	690	680	656	693	690	706	710	704	640	655	653

The question was: "Speaking now of the automobile market--do you think the next 12 months or so will be a good time or a bad time to buy a car?"

CHART 31A - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

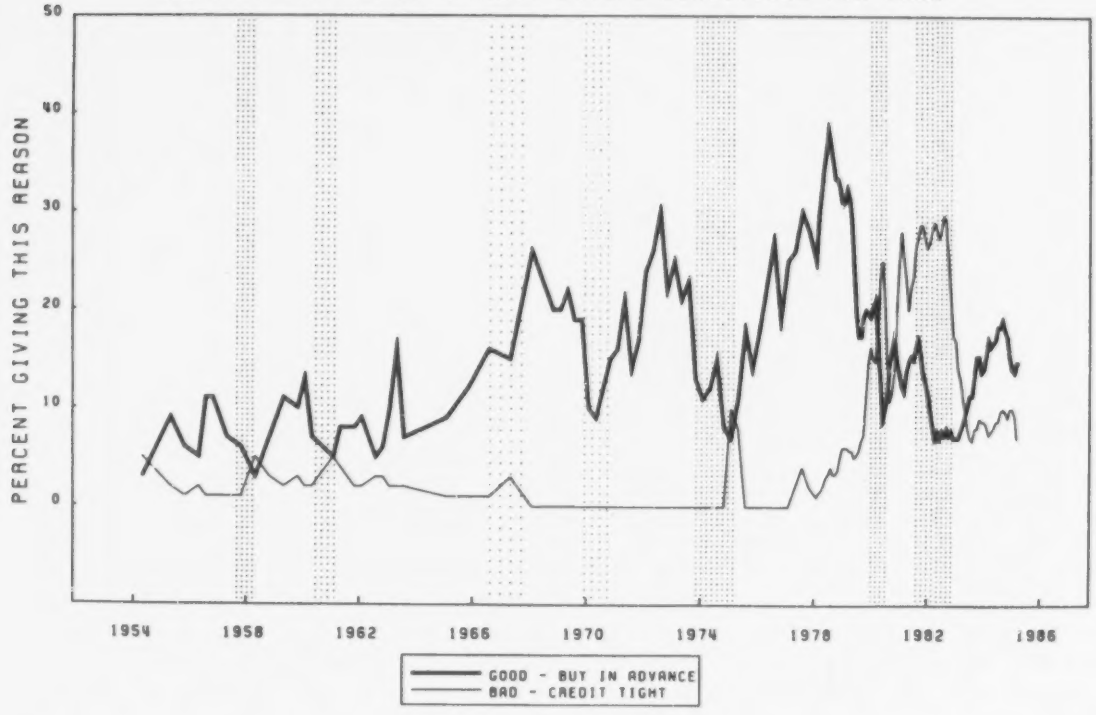


CHART 31B - HISTORICAL SERIES

REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS

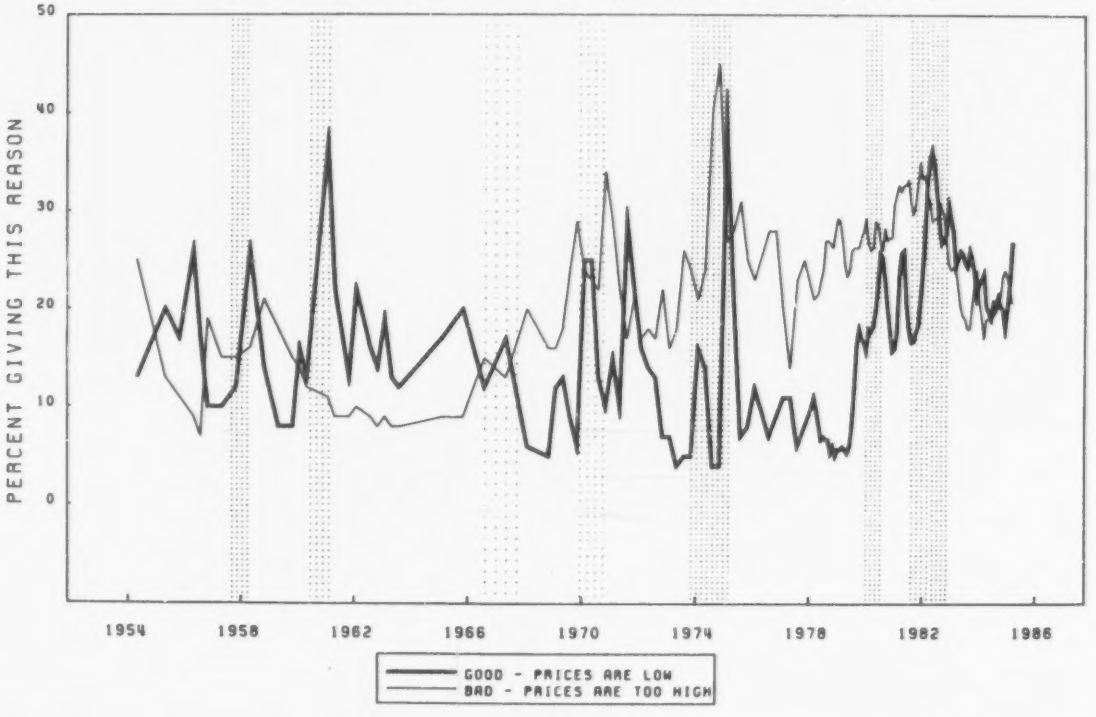


TABLE 31

SELECTED REASONS FOR OPINIONS ABOUT BUYING CONDITIONS FOR CARS +

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
GOOD TIME TO BUY:													
Prices are low; good buys available	23%	16%	20%	21%	21%	19%	24%	18%	18%	18%	24%	26%	30%
Prices won't come down; are going higher	17	16	17	18	20	17	20	17	15	14	13	14	17
Interest rates low; credit is easy	22	22	18	18	24	17	15	14	18	15	23	24	23
New fuel efficient models	1	1	3	1	1	2	1	2	*	2	*	1	1
BAD TIME TO BUY:													
Prices are high	17	22	18	20	20	19	22	23	25	24	21	21	20
Interest rates are high; credit is tight	6	9	9	8	9	12	9	8	10	12	8	8	5
Lack of purchasing power	5	4	5	4	4	5	6	6	8	7	7	6	6
Price of gas; shortages	1	*	*	*	*	1	*	*	*	*	*	*	*
Poor selection; quality	4	6	2	2	4	4	3	3	5	4	4	4	3

Responses to the query: "Why do you say so?" following the question on Table 30.

+ : May add to more than 100% due to multiple mentions.

* : Less than half of one percent.

CHART 32 - RECENT CHANGES

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

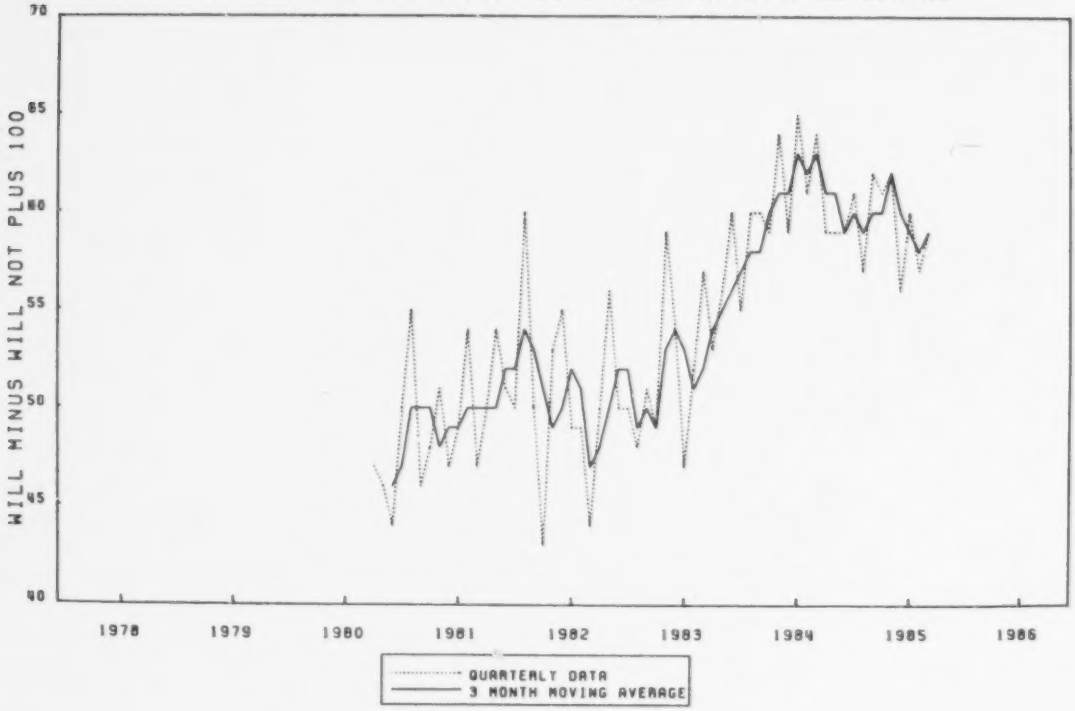


CHART 32 - HISTORICAL SERIES

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

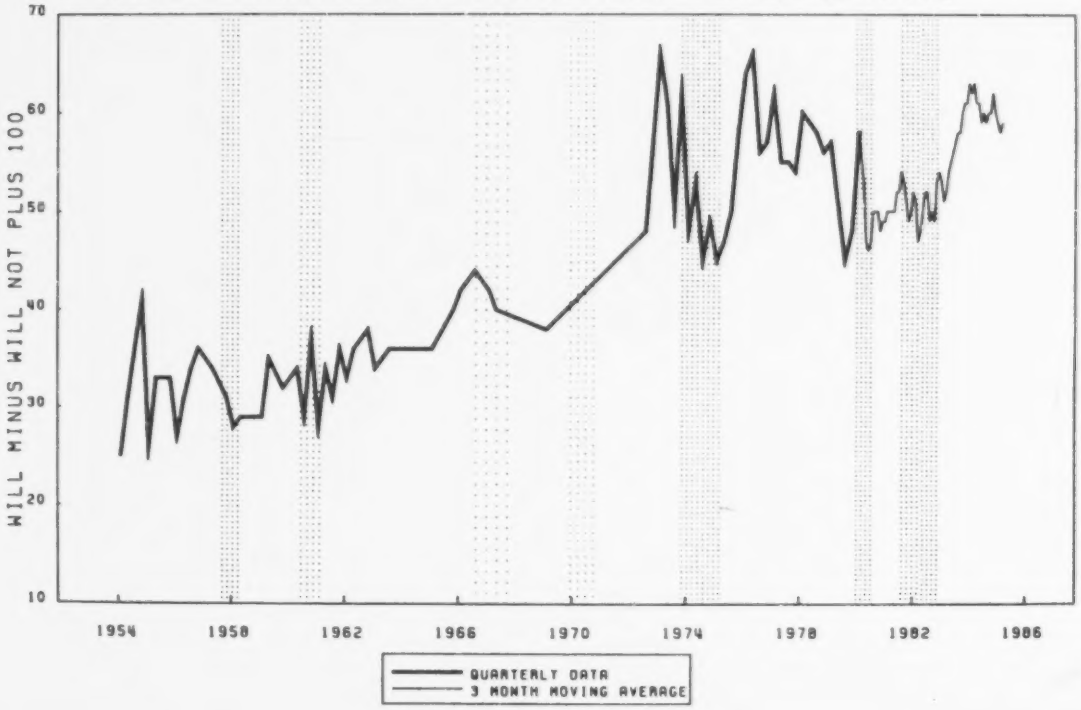


TABLE 32

PLANS TO PURCHASE AN AUTOMOBILE DURING THE NEXT 12 MONTHS

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
PROBABLY WILL BUY	22%	21%	19%	20%	20%	21%	22%	21%	21%	19%	20%	19%	20%
CHANCES ARE EVEN	12	6	12	9	9	7	8	8	9	9	9	9	8
PROBABLY WILL NOT BUY	58	62	60	61	59	64	60	60	59	63	60	62	61
DK,NA	8	11	9	10	12	8	10	11	11	9	11	10	11
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
CASES	700	705	690	680	656	693	690	706	710	704	640	655	653

The question was: "What do you think are the chances that you (or anyone else in your family living there) will buy or lease a car during the next 12 months--would you say you probably will, probably will not, or are the chances about even, or what?"

TABLE 33

CURRENT VEHICLE PURCHASE INTENTIONS

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
PROPORTION WITH CURRENT PURCHASE INTENTIONS:	34%	27%	31%	29%	29%	28%	30%	29%	30%	28%	29%	28%	28%
PURCHASE TYPE:													
Buy new	16	13	15	16	15	15	14	15	15	13	17	15	14
Buy used	17	12	14	11	12	11	13	12	13	13	11	11	13
Lease	1	1	2	1	2	1	2	2	1	1	1	1	1
DK,NA	*	1	*	1	*	1	1	*	1	1	*	1	*
PURCHASE TIMING:													
Next 3 months	2	7	3	2	7	3	1	6	5	3	5	4	2
Next 4-6 months	10	6	9	8	6	5	8	6	7	6	8	9	8
Next 7-9 months	8	6	7	9	3	4	5	7	7	10	7	8	11
10 months or more	8	4	6	4	7	8	10	4	8	7	5	4	5
DK,NA	6	4	6	6	6	8	6	6	3	2	4	3	2

If response was "PROBABLY WILL BUY" or "CHANCES ARE EVEN" in Table 32, then the questions were: "If you do buy or lease a car, would it be a new car, or a used car?" , "Would you buy or lease?" and "When do you think you might buy or lease a car?"

* : Less than half of one percent.

TABLE 34

FUTURE VEHICLE PURCHASE INTENTIONS

	Mar. 1984	Apr. 1984	May 1984	June 1984	July 1984	Aug. 1984	Sept 1984	Oct. 1984	Nov. 1984	Dec. 1984	Jan. 1985	Feb. 1985	Mar. 1985
PROPORTION WITH FUTURE PURCHASE INTENTIONS:	58%	62%	60%	61%	59%	64%	60%	60%	59%	63%	60%	62%	61%
PURCHASE TYPE:													
Would buy new	32	34	33	36	35	33	34	31	33	34	35	32	35
Would buy used	25	27	26	24	22	29	25	27	25	28	25	28	25
DK,NA	1	1	1	1	2	2	1	2	1	1	*	2	1
PURCHASE TIMING:													
Less than 2 years	7	10	5	7	5	8	5	7	7	7	8	9	6
2 years	19	20	22	21	18	25	21	21	20	23	18	19	21
3 years	9	9	9	8	10	8	11	10	9	10	9	10	10
4 years or more	16	17	18	17	18	15	17	16	17	15	19	17	19
Indefinite	3	1	2	2	3	3	2	1	2	3	2	2	2
DK,NA	4	5	4	6	5	5	4	5	4	5	4	5	3

If response was "PROBABLY WILL NOT BUY" in Table 32, then the questions were: "If you were to buy a car, would it be a new car or a used car? and "How long do you think it may be before will buy or lease a car?"

* : Less than half of one percent.

CHART 1 - RECENT CHANGES

THE INDEX OF CONSUMER SENTIMENT

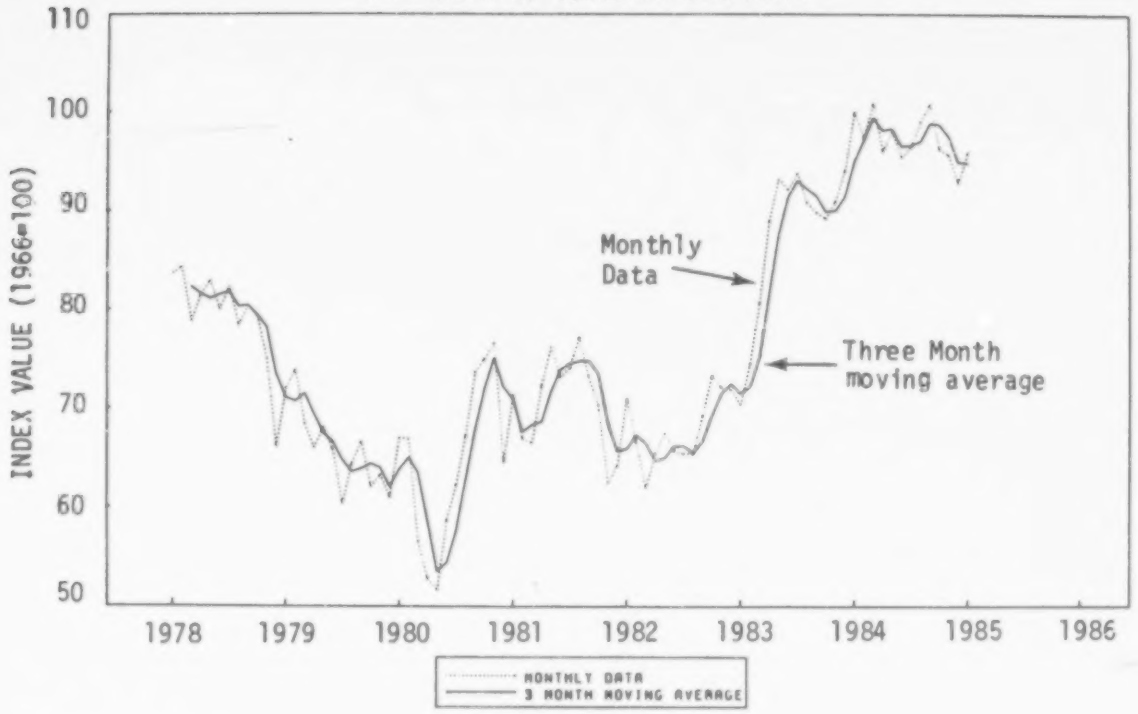
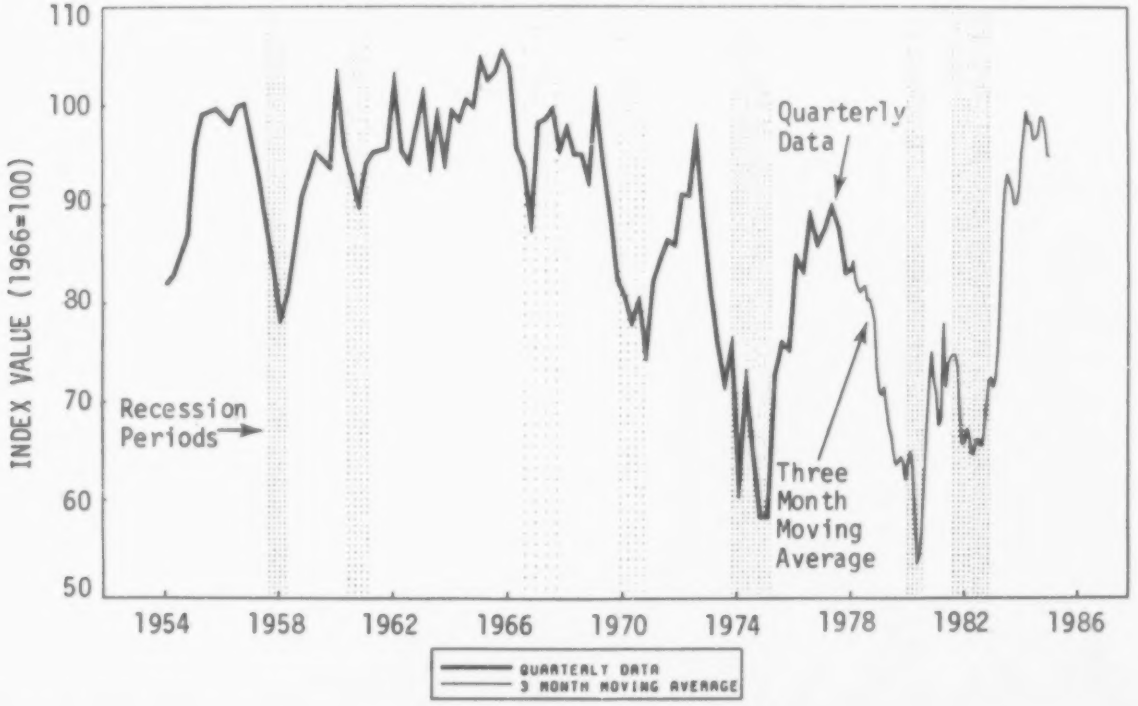


CHART 1 - HISTORICAL SERIES

THE INDEX OF CONSUMER SENTIMENT



DESCRIPTION OF CHART LINES

QUARTERLY DATA: Data collected by surveys conducted at three-month intervals before 1978.

MONTHLY DATA: Data collected by surveys conducted each month since January of 1978.

THREE-MONTH MOVING AVERAGE: Each point plotted represents the average of the three monthly observations ending at the date plotted.

TIME SCALE LABELS

Each tic mark on the time scale represents the month of January for the indicated year.

NATIONAL BUREAU OF ECONOMIC RESEARCH, REFERENCE DATES FOR RECESSIONS

DATES:	November	1948	- October	1949
	July	1953	- May	1954
	August	1957	- April	1958
	April	1960	- February	1961
	June	1966	- November	1967*
	December	1969	- November	1970
	November	1973	- March	1975
	January	1980	- July	1980
	July	1981	- November	1982

Notes:

RECESSION PERIOD: Reduction in the national output of goods and services, generally lasting at least two quarters.

*GROWTH RECESSION: Retardation in the rate of growth of output and employment (usually followed by a recession and always the initial stage of a recession).

APPROXIMATE SAMPLING ERRORS[a] OF SURVEY FINDINGS

(In percentages by size of sample or subgroup)

Reported Percentages	Number of Interviews		
	700[b]	1,400[c]	2,100[d]
50	4.2	3.2	2.8
30 or 70	3.8	2.9	2.5
20 or 80	3.4	2.6	2.2
10 or 90	2.5	1.9	1.6
5 or 95	1.8	1.4	1.2

[a]The figures in this table represent two standard errors. Hence, for most items the chances are 95 in 100 that the value being estimated lies within a range equal to the reported percentages, plus or minus the sampling error.

[b]Average size of monthly surveys.

[c]Average size of two monthly surveys.

[d]Average size of three monthly surveys (one quarter).